

25/3/1 (Item 1 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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014057334 \*\*Image available\*\*

WPI Acc No: 2001-541547/200160

XRPX Acc No: N01-402493

**Method for conducting electronic commerce involves electronically transmitting guarantee of payment for transaction amount to vendor after authorization request**

Patent Assignee: PROFITSCAPE.COM INC (PROF-N)

Inventor: BORGES J M ; TREIDER K C

Number of Countries: 094 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200158242	A2	20010816	WO 2001US4515	A	20010212	200160 B
AU 200136941	A	20010820	AU 200136941	A	20010212	200175

Priority Applications (No Type Date): US 2000206847 P 20000523; US 2000182017 P 20000211

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes

WO 200158242 A2 E 122 G06F-017/00

Designated States (National): AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW  
Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR IE IT KE LS LU MC MW MZ NL OA PT SD SE SL SZ TR TZ UG ZW

AU 200136941 A G06F-017/00 Based on patent WO 200158242

25/3/2 (Item 2 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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013240577 \*\*Image available\*\*

WPI Acc No: 2000-412451/200035

XRPX Acc No: N00-308270

**Electronic factoring method for electronic commerce, involves providing electronic platform for guaranteeing receivable payment upon which user data is input to profile database**

Patent Assignee: BORGES J (BORG-I); TREIDER K (TREI-I); PROFITSCAPE INC (PROF-N)

Inventor: BORGES J M ; FREIDER K C; BORGES J ; TREIDER K

Number of Countries: 088 Number of Patents: 003

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200033158	A2	20000608	WO 99US28076	A	19991123	200035 B
AU 200023492	A	20000619	AU 200023492	A	19991123	200044
EP 1145097	A2	20011017	EP 99967153	A	19991123	200169
			WO 99US28076	A	19991123	

Priority Applications (No Type Date): US 98113144 P 19981217; US 98109600 P 19981123

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes

WO 200033158 A2 E 58 G06F-000/00

Designated States (National): AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT UA UG US UZ VN YU ZA ZW  
Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR IE IT KE LS LU MC MW NL OA PT SD SE SL SZ TZ UG ZW

AU 200023492 A G06F-000/00 Based on patent WO 200033158

EP 1145097 A2 E G06F-001/00 Based on patent WO 200033158

Designated States (Regional): AL AT BE CH CY DE DK ES FI FR GB GR IE IT LI LT LU LV MC MK NL PT RO SE SI

7/5/1 (Item 1 from file: 350)  
DIALOG(R)File 350:Derwent WPIX  
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014057334 \*\*Image available\*\*  
WPI Acc No: 2001-541547/200160  
XRPX Acc No: N01-402493

**Method for conducting electronic commerce involves electronically transmitting guarantee of payment for transaction amount to vendor after authorization request**

Patent Assignee: PROFITSCAPE.COM INC (PROF-N)

Inventor: BORGES J M; TREIDER K C

Number of Countries: 094 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200158242	A2	20010816	WO 2001US4515	A	20010212	200160 B
AU 200136941	A	20010820	AU 200136941	A	20010212	200175

Priority Applications (No Type Date): US 2000206847 P 20000523; US 2000182017 P 20000211

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
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WO 200158242 A2 E 122 G06F-017/00

Designated States (National): AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR IE IT KE LS LU MC MW MZ NL OA PT SD SE SL SZ TR TZ UG ZW

AU 200136941 A G06F-017/00 Based on patent WO 200158242

Abstract (Basic): WO 200158242 A2

**NOVELTY** - The method involves receiving an electronic authorization request from a vendor for a payment **guarantee**. The authorization request identifies a transaction amount between the vendor and the buyer. A **guarantee** of payment for the transaction amount is electronically transmitted to the vendor. The **guarantee** is conditional to the occurrence of one or more events.

**DETAILED DESCRIPTION** - An INDEPENDENT CLAIM is also included for a system for conducting electronic commerce.

**USE** - Used for conducting electronic commerce.

**ADVANTAGE** - Enables buyers to purchase goods from vendors with a third party **guarantee** to the vendor via electronic **factoring** that **guarantees** the payment. Enables buyers to obtain goods and services immediately without having to pay for them at the time of the transaction.

**DESCRIPTION OF DRAWING(S)** - The figure shows the flow of purchase and fulfillment between buyer and vendor using an electronic commerce web site platform.

pp; 122 DwgNo 1A/41

Title Terms: METHOD; CONDUCTING; ELECTRONIC; ELECTRONIC; TRANSMIT; **GUARANTEE**; PAY; TRANSACTION; AMOUNT; VENDING; AFTER; REQUEST

Derwent Class: T01

International Patent Class (Main): G06F-017/00

File Segment: EPI

7/5/3 (Item 3 from file: 350)

DIALOG(R)File 350:Derwent WPIX  
(c) 2001 Derwent Info Ltd. All rts. reserv..

013240577 \*\*Image available\*\*  
WPI Acc No: 2000-412451/200035

XRPX Acc No: N00-308270

**Electronic factoring method for electronic commerce, involves providing electronic platform for guaranteeing receivable payment upon which user data is input to profile database**

Patent Assignee: BORGES J (BORG-I); TREIDER K (TREI-I); PROFITSCAPE INC

(PROF-N)

Inventor: BORGES J M; FREIDER K C; BORGES J; TREIDER K

Number of Countries: 088 Number of Patents: 003

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
WO 200033158	A2	20000608	WO 99US28076	A	19991123	200035	B
AU 200023492	A	20000619	AU 200023492	A	19991123	200044	
EP 1145097	A2	20011017	EP 99967153	A	19991123	200169	
			WO 99US28076	A	19991123		

Priority Applications (No Type Date): US 98113144 P 19981217; US 98109600 P 19981123

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
WO 200033158	A2	E	58 G06F-000/00	

Designated States (National): AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT UA UG US UZ VN YU ZA ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR IE IT KE LS LU MC MW NL OA PT SD SE SL SZ TZ UG ZW

AU 200023492 A G06F-000/00 Based on patent WO 200033158

EP 1145097 A2 E G06F-001/00 Based on patent WO 200033158

Designated States (Regional): AL AT BE CH CY DE DK ES FI FR GB GR IE IT LI LT LU LV MC MK NL PT RO SE SI

Abstract (Basic): WO 200033158 A2

NOVELTY - Data from users is input into a profile database using electronic platform. The buyers are assigned a credit limit and are able to purchase from vendors within the credit limit. The payments for the purchases are **guaranteed** by a **guaranteeing** financial institution that is aligned with the electronic platform.

DETAILED DESCRIPTION - Electronic platform is provided for **guaranteeing** receivable payment. The profile database into which information from user is stored, is accessible by all users. An INDEPENDENT CLAIM is also included for electronic **factoring** system.

USE - For electronic commerce.

ADVANTAGE - Provides unique profiled information and open access to both buyers and vendors to find information and make purchases **guaranteed** for payment. Enables user to find unique information that matches their targeted request and to purchase and consummate transactions electronically.

DESCRIPTION OF DRAWING(S) - The figure shows the block diagram of flow of purchase and fulfillment between buyer and vendor using electronic commerce web site platform.

pp; 58 DwgNo 1/28

Title Terms: ELECTRONIC; METHOD; ELECTRONIC; ELECTRONIC; PLATFORM; **GUARANTEE** ; RECEIVE; PAY; USER; DATA; INPUT; PROFILE; DATABASE

Derwent Class: T01

International Patent Class (Main): G06F-000/00; G06F-001/00

File Segment: EPI

7/5/4 (Item 4 from file: 350)

DIALOG(R) File 350:Derwent WPIX

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011883558 \*\*Image available\*\*

WPI Acc No: 1998-300468/199827

XRPX Acc No: N98-235173

Processing method for open access information carrier system - including series of connection and processing stages to ensure successful transmission of data through open network

Patent Assignee: ELECTRONICS & TELECOM RES INST (ELTE-N); KOREA TELECOM AUTHORITY (KOTE-N); KOREA ELECTRONICS & TELECOM RES INST (KOEL-N); KOREA TELECOM CORP (KOTE-N); KOREA ELECTRONICS & TELECOM RES (KOEL-N); KOREA TELECOM (KOTE-N)

Inventor: CHO P D; JUN K P; SHIN C D; CHO P; CHON K; SHIN C; JEON G P

Number of Countries: 002 Number of Patents: 003

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
FR 2756123	A1	19980522	FR 976459	A	19970527	199827	B
KR 98035953	A	19980805	KR 9654411	A	19961115	199933	
KR 183324	B1	19990515	KR 9654411	A	19961115	200053	

Priority Applications (No Type Date): KR 9654411 A 19961115

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
FR 2756123	A1	38		H04L-012/64	
KR 98035953	A			H04L-012/56	
KR 183324	B1			H04L-012/56	

Abstract (Basic): FR 2756123 A

The processing technique involves an initial connection (S1) to a large capacity communications and processing system service network. An image of the service connection is subsequently processed (S2). A connection to an open carrier service is made (S3), with subsequent processing (S4) of a received carrier in the carrier service exchange system.

A carrier transmission is processed in the carrier service exchange system, with a cancellation (S6) of the carrier service in the carrier service exchange system. **Factoring** information is then generated in a subscriber network access sub-system (S7), and finally the connection to the large capacity communications and processing system service network is cancelled (S8).

USE - **Ensures** successful transmission of data in real time over open access system.

Dwg.3/11

Title Terms: PROCESS; METHOD; OPEN; ACCESS; INFORMATION; CARRY; SYSTEM; SERIES; CONNECT; PROCESS; STAGE; **ENSURE** ; SUCCESS; TRANSMISSION; DATA; THROUGH; OPEN; NETWORK

Derwent Class: W01

International Patent Class (Main): H04L-012/56; H04L-012/64

File Segment: EPI

8/5/1 (Item 1 from file: 350)  
DIALOG(R) File 350:Derwent WPIX  
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014096488 \*\*Image available\*\*  
WPI Acc No: 2001-580702/200165  
XRPX Acc No: N01-432476

Trade finance automation system for financial institution, automatically  
adjusts credit-limits database to reflect open account to buyer, if  
individual voice in account receivable database meets various  
criteria

Patent Assignee: EXPORT FINANCE SYSTEMS INC (EXPO-N)

Inventor: MARTIN R S; OLSEN J G

Number of Countries: 085 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200126017	A2	20010412	WO 2000US2992	A	20000203	200165 B
AU 200035906	A	20010510	AU 200035906	A	20000203	200165

Priority Applications (No Type Date): US 99412042 A 19991004

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
WO 200126017	A2	E	26	G06F-017/60	

Designated States (National): AL AM AT AU AZ BA BB BG BR BY CA CH CN CU  
CZ DE DK EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC  
LK LR LS LT LU LV MD MG MK MN MW MX NO. NZ PL PT RO RU SD SE SG SI SK SL  
TJ TM TR TT UA UG UZ VN YU ZA ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR  
IE IT KE LS LU MC MW NL OA PT SD SE SL SZ TZ UG ZW

AU 200035906 A G06F-017/60 Based on patent WO 200126017

Abstract (Basic): WO 200126017 A2

NOVELTY - An invoice data entry system accesses credit-limits database and flags an individual invoice to pre-qualified buyer, according to credit limits and accounts receivable financial limit information. If individual invoice in the accounts receivable database meets various criteria and is sold to financial institution, credit-limits database is automatically adjusted to reflect an open account to buyer.

DETAILED DESCRIPTION - INDEPENDENT CLAIMS are also included for the following:

- (a) Client/server multi user trade finance system;
- (b) Internet-based trade finance automation system

USE - For financial institutions, credit insurance

underwriters, insurance brokers.

ADVANTAGE - Provides real-time rule-checking of invoices according to policy, credit agreements, buyer and destination country limits, as collections are received, credit capacity is freed up for particular policies, buyers, and destination countries.

DESCRIPTION OF DRAWING(S) - The figure shows the flow diagram of trade finance automation system.

pp; 26 DwgNo 2/6

Title Terms: TRADE; FINANCIAL; AUTOMATIC; SYSTEM; FINANCIAL; INSTITUTION;  
AUTOMATIC; ADJUST; CREDIT; LIMIT; DATABASE; REFLECT; OPEN; ACCOUNT; BUY;  
INDIVIDUAL; VOICE; ACCOUNT; RECEIVE; DATABASE; VARIOUS; CRITERIA

Derwent Class: T01

International Patent Class (Main): G06F-017/60

File Segment: EPI

8/5/2 (Item 2 from file: 350)

DIALOG(R) File 350:Derwent WPIX  
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013871885 \*\*Image available\*\*  
WPI Acc No: 2001-356097/200137  
XRPX Acc No: N01-258731

System for a barter exchange line of credit to facilitate barter exchange

transactions between remote individuals on a distributed computer network such as the Internet

Patent Assignee: AMERICAN EXPRESS TRAVEL RELATED SERVICES (AMEX-N)

Inventor: ROSENFIELD P; SMITH S G; TAMBOR R N

Number of Countries: 093 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200139081	A2	20010531	WO 2000US32200	A	20001122	200137 B
AU 200120466	A	20010604	AU 200120466	A	20001122	200153

Priority Applications (No Type Date): US 99167058 P 19991122

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes

WO 200139081	A2	E	44	G06F-017/60	
Designated States (National): AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW					
Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR IE IT KE LS LU MC MW MZ NL OA PT SD SE SL SZ TR TZ UG ZW					
AU 200120466	A			G06F-017/60	Based on patent WO 200139081

Abstract (Basic): WO 200139081 A2

NOVELTY - A barter exchange utility server (104) sends an application to an **underwriting** decision engine (208) and receives a decision in real time, while the engine may communicate with appropriate third party data suppliers (210) and may receive proprietary information from a creditor (102) to render an **underwriting** decision. An **accounts receivable** platform (214) sends daily batch updates to the server and to the creditor, communicating directly with the server to achieve reconciliation of the accounts, while authentication data can be stored in a proprietary information file (212), such as client information, passwords etc.

DETAILED DESCRIPTION - AN INDEPENDENT CLAIM is included for a method of facilitating a barter exchange transaction.

USE - Facilitating on-line barter exchange transactions involving lines of credit between remote parties.

DESCRIPTION OF DRAWING(S) - The drawing is a schematic block diagram of the system

- Utility server (104)
- Decision engine (208)
- Creditor (102)
- Accounts platform (214)
- Data supplier (210)
- Information file (212)

pp; 44 DwgNo 2/7

Title Terms: SYSTEM; EXCHANGE; LINE; CREDIT; FACILITATE; EXCHANGE; TRANSACTION; REMOTE; INDIVIDUAL; DISTRIBUTE; COMPUTER; NETWORK

Derwent Class: T01

International Patent Class (Main): G06F-017/60

File Segment: EPI

8/5/3 (Item 3 from file: 350)

DIALOG(R) File 350:Derwent WPIX

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013851872 \*\*Image available\*\*

WPI Acc No: 2001-336085/200136

XRPX Acc No: N01-242602

Monitoring at least one of accounts receivable, accounts payable, inventory, trading partners, chart of accounts, etc. by evaluating current collateral information in data and evaluating current credit status

Patent Assignee: GE CAPITAL COMM FINANCE INC (GENE )

Inventor: DIXON W V; PENGUE D R; PERSICO J R; SANICOLA S; SIMMONS M K;

SMITH W D; STEWART W C; STILLMAN J P

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
CA 2317209	A1	20010308	CA 2317209	A	20000831	200136 B

Priority Applications (No Type Date): US 99391774 A 19990908

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
CA 2317209	A1	E	61 G06F-017/60	

Abstract (Basic): CA 2317209 A1

NOVELTY - A financial information is received and data is extracted from it. Current collateral information in the data is evaluated along with current credit status. The latter involves reviewing whether money is actually available in a credit line, and whether a borrowing client's business is performing according to expectations.

DETAILED DESCRIPTION - An INDEPENDENT CLAIM is included for:

(a) an apparatus for collateral risk monitoring

USE - For managing financial risk in **lending** by closely monitoring the workflow process management.

ADVANTAGE - Facilitates electronic submission of financial reports from accounting systems using native reporting tools, automated extraction of financial information from the submitted reports, on-line requests for credit, document management and business process automation, automated risk assessment, and web-based financial reporting for both internal and external system users.

DESCRIPTION OF DRAWING(S) - The drawing is a class diagram for an asset based loan information model.

pp; 61 DwgNo 5/27

Title Terms: MONITOR; ONE; ACCOUNT; RECEIVE; ACCOUNT; INVENTORY; TRADE; PARTNER; CHART; ACCOUNT; EVALUATE; CURRENT; INFORMATION; DATA; EVALUATE; CURRENT; CREDIT; STATUS

Derwent Class: T01; T05

International Patent Class (Main): G06F-017/60

International Patent Class (Additional): G06F-017/30; G07F-019/00

File Segment: EPI

8/5/4 (Item 4 from file: 350)

DIALOG(R) File 350:Derwent WPIX

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013662450 \*\*Image available\*\*

WPI Acc No: 2001-146662/200115

Related WPI Acc No: 2001-146660; 2001-146661

XRPX Acc No: N01-107367

**Asset creating system for cash-based and non-cash-based commerce system, assures that during predetermined term, cross purchase option contract will result in payment to financial institution**

Patent Assignee: REDDING J D (REDD-I)

Inventor: REDDING J D

Number of Countries: 089 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200063816	A2	20001026	WO 2000US10865	A	20000421	200115 B
AU 200044829	A	20001102	AU 200044829	A	20000421	200115

Priority Applications (No Type Date): US 99130862 P 19990422; US 99130581 P 19990421

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
WO 200063816	A2	E	49 G06F-017/60	

Designated States (National): AE AG AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT UA UG US UZ VN YU ZA ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR IE IT KE LS LU MC MW NL OA PT SD SE SL SZ TZ UG ZW

AU 200044829 A G06F-017/60 Based on patent WO 200063816

Abstract (Basic): WO 200063816 A2

NOVELTY - A financial institution purchases trade **receivables** generated by satisfying cross purchase option contract having a predetermined term and agreed conditions. An **insurance** company provides **insurance** contract to financial institution. **Insurance** contract **assures** that during predetermined term, option contract will result in payment to financial institution sufficient to satisfy purchased trade **receivables**.

DETAILED DESCRIPTION - An option grantor agrees to grant the cross purchase option contract to the grantee and has a capacity to purchase goods or services in the course of business. The grantee receives the cross purchase option contract having an associated indicator in the form of a known number of cross purchase units which are retired as the goods or services are purchased pursuant to the cross purchase option contract. The trade **receivables** are generated when the option contract is satisfied. INDEPENDENT CLAIMS are also included for the following:

- (a) asset creating method;
- (b) **insurance** product;
- (c) computer system for communication with user interface

USE - For enhancing cash-based and non-cash-based commerce for existing on-line business market places, **insurance** institutions and portals for facilitating selected option contracts.

ADVANTAGE - Provides a highly effective commerce system that improves the ability of sellers to achieve their price objectives while providing opportunity for buyers to acquire goods or services for a current outlay of lower value than seller's price. Permits a business to exercise its future purchasing power or future selling abilities to achieve present financial advantages.

DESCRIPTION OF DRAWING(S) - The figure illustrates a network sale system.

pp; 49 DwgNo 1/5

Title Terms: SYSTEM; CASH; BASED; NON; CASH; BASED; SYSTEM; **ASSURE** ;  
PREDETERMINED; TERM; CROSS; PURCHASE; OPTION; CONTRACT; RESULT; PAY;  
FINANCIAL; INSTITUTION

Derwent Class: T01; T05; W01

International Patent Class (Main): G06F-017/60

File Segment: EPI

8/5/5 (Item 5 from file: 350)

DIALOG(R) File 350:Derwent WPIX

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013499833 \*\*Image available\*\*

WPI Acc No: 2000-671774/200065

XRPX Acc No: N00-497945

Computerized integrated data management system for tracking incident involving patients, has billing computer which collects data from dispatch computer to appropriate bill patient for service rendered

Patent Assignee: HUTTON K C (HUTT-I); JONES S J (JONE-I)

Inventor: HUTTON K C; JONES S J

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
US 6117073	A	20000912	US 9833440	A	19980302	200065 B

Priority Applications (No Type Date): US 9833440 A 19980302

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
US 6117073	A	29	A61B-005/00	

Abstract (Basic): US 6117073 A

NOVELTY - A dispatch computer (20), which communicates with the dispatch module on a server (12), collects information on the patient encounter to schedule the dispatch of the appropriate emergency transport crew. A billing computer (36), also linked with the server,

receives information from the dispatch computer to obtain the appropriate amount to be billed to the patient.

DETAILED DESCRIPTION - An INDEPENDENT CLAIM is also included for a computerized method of generating a patient encounter record.

USE - For tracking incident involving patients.

ADVANTAGE - Reduces the **accounts receivable** times for each patient encounter since billing can be submitted electronically to the appropriate party in an appropriate format. Ensures optimum data security and automatic data back-up.

DESCRIPTION OF DRAWING(S) - The figure shows the illustrative diagram of the on-line computing environment of the medical database system.

Server (12)

Dispatch computer (20)

Billing computer (36)

pp; 29 DwgNo 1/10

Title Terms: INTEGRATE; DATA; MANAGEMENT; SYSTEM; TRACK; INCIDENT; PATIENT; BILL; COMPUTER; COLLECT; DATA; DISPATCH; COMPUTER; APPROPRIATE; BILL; PATIENT; SERVICE; RENDER

Derwent Class: P31; S05; T01

International Patent Class (Main): A61B-005/00

File Segment: EPI; EngPI

8/5/6 (Item 6 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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013098389 \*\*Image available\*\*

WPI Acc No: 2000-270261/200023

XRPX Acc No: N00-202370

Computer system used in business financial account management application  
Patent Assignee: INT BUSINESS MACHINES CORP (IBMC )

Inventor: BICKERTON M J; BOHRER K A; HUGHES E S; KENWORTHY E W; MUSGROVE R J; PATTERSON L R; PORTER S; SALT D D; SCATTERGOOD D K

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
US 6041312	A	20000321	US 97834647	A	19970328	200023 B

Priority Applications (No Type Date): US 97834647 A 19970328

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes

US 6041312 A 51 G06F-017/30

Abstract (Basic): US 6041312 A

NOVELTY - A main memory (38) that stores an operating system (46) that supports an object oriented program (OOP) with an OOP framework. Sets of object oriented classes included in the OOP framework, has one user extensible class. The operating system has an extensible business financial account management application system and maintains a ledger account application category.

DETAILED DESCRIPTION - A ledger account application category enables **accounts receivable** and payable operations of the business financial accounts data. An account object class specifies the account structure containing the accounts payable, the **accounts receivables**, company identification data and a business partner ID data. A debt management item category enables transaction between a company and a business partner such that a log entry category can identify the transaction before a transaction commit operation. INDEPENDENT CLAIMS are also included for the following:

- (a) an object oriented extensible business financial ledger account management framework;
- (b) a software execution;
- (c) a program data storage device;
- (d) a computer program;
- (e) and a program distribution.

USE - Used in business financial account management application.

ADVANTAGE - Allows framework user to add extensions to framework. Builds additional specific features. Enables program developer to customize extension classes and quickly conclude program development. Ensures easy implementation of object oriented classes and framework. Ensures efficient and quick production of application program. Performs payment handling functions and credit control operations.

DESCRIPTION OF DRAWING(S) - The figure shows the block diagram of a computer system.

Main memory (38)

Operating system (46)

pp; 51 DwgNo 2/26

Title Terms: COMPUTER; SYSTEM; BUSINESS; FINANCIAL; ACCOUNT; MANAGEMENT;

APPLY

Derwent Class: T01

International Patent Class (Main): G06F-017/30

International Patent Class (Additional): G06F-015/18

File Segment: EPI

8/5/7 (Item 7 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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011659834 \*\*Image available\*\*

WPI Acc No: 1998-076742/199807

Related WPI Acc No: 1996-401858

XRPX Acc No: N98-061398

Computerised financing of health care service providers and pharmacies - reading code indicating date of data requested and code indicating type of data requested from inquiry, accessing database, opening response message, transferring requested data into fields and transmitting response to service provider

Patent Assignee: PHARMACY FUND INC (PHAR-N)

Inventor: DE FAZIO T J; GREENE J M; HALL D; MAGNOTTE M M; PECK J; TARTER F B; TARTER S A; WYLIE L S

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
US 5704044	A	19971230	US 93175338	A	19931223	199807 B
			US 96690561	A	19960731	

Priority Applications (No Type Date): US 93175338 A 19931223; US 96690561 A 19960731

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
US 5704044	A	96	G06F-017/60	Div ex application US 93175338
				Div ex patent US 5550734

Abstract (Basic): US 5704044 A

An inquiry is transmitted over an on-line pharmaceutical adjudication network and contains a request for information stored in database records. An electronically transmitted insurance claim message is received from a service provider subscribing to the network.

The insurance claim message is identified as an inquiry.

From the inquiry a code indicating the date of the information requested and a code indicating the type of information requested are stored. The date of the information requested, and the type of information requested are determined by converting the codes according to predefined parameters. Database records containing the type of information requested for the date of the information requested are identified. The database record or records are accessed to obtain the requested information, and the requested information obtained is stored.

A response message is opened in the form of a rejected claim response message which is standard for the on-line pharmaceutical adjudication network. The requested information is transferred into fields of the response message and the response message is transmitted over the on-line pharmaceutical adjudication network to the service

provider.

USE - Evaluating and purchasing **accounts receivables**, scoring creditworthiness of payers and obligors such as **insurance** companies, **self-insured** employers, health maintenance organizations, preferred provider organizations, government agencies, and other entities sponsoring groups and individuals receiving health care benefits, collecting on **receivables**, securitising **receivables**, managing funds, and processing and reconciling claims and payments. Offers service providers immediate cash for creditworthy third party **receivables**. Reduces paper payments.

Dwg.1/49

Title Terms: COMPUTER; HEALTH; CARE; SERVICE; READ; CODE; INDICATE; DATE; DATA; REQUEST; CODE; INDICATE; TYPE; DATA; REQUEST; ENQUIRY; ACCESS; DATABASE; OPEN; RESPOND; MESSAGE; TRANSFER; REQUEST; DATA; FIELD; TRANSMIT; RESPOND; SERVICE

Derwent Class: T01

International Patent Class (Main): G06F-017/60

International Patent Class (Additional): G06G-007/52

File Segment: EPI

8/5/8 (Item 8 from file: 350)

DIALOG(R) File 350:Derwent WPIX

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011192584 \*\*Image available\*\*

WPI Acc No: 1997-170509/199716

XRPX Acc No: N97-140488

**Renewal processing method of appropriation data for payment while purchasing goods using credit card - involves updating and altering appropriation data stored in memory, when value of appropriation data is larger than absolute value**

Patent Assignee: HITACHI JOHO SYSTEMS KK (HITA-N)

Number of Countries: 001 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
JP 9034950	A	19970207	JP 95183778	A	19950720	199716 B
JP 3139330	B2	20010226	JP 95183778	A	19950720	200114

Priority Applications (No Type Date): JP 95183778 A 19950720

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
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JP 9034950	A	8		G06F-017/60	
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JP 3139330	B2	8		G06F-017/60	Previous Publ. patent JP 9034950
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Abstract (Basic): JP 9034950 A

The method involves performing data entry by an input part. The data is identified and displayed on a display part, which is controlled by a processing part. A supplementary information is stored in a memory. An **accounts receivable** appropriation data and temporary lamp holder accommodation data regarding to input data are stored into the memory.

The sum of each appropriation value of appropriation data stored in memory is then computed. The value of appropriation data which is smaller than an absolute value is erased based on the computed sum. The value of appropriation data which is larger than the absolute value is updated and altered without erasure.

USE/ADVANTAGE - In accounting system, financial system. **Ensures** quick updating processing of appropriation data.

Dwg.2/9

Title Terms: RENEW; PROCESS; METHOD; DATA; PAY; PURCHASE; GOODS; CREDIT; CARD; UPDATE; ALTER; DATA; STORAGE; MEMORY; VALUE; DATA; LARGER; ABSOLUTE ; VALUE

Derwent Class: T01

International Patent Class (Main): G06F-017/60

International Patent Class (Additional): G06F-019/00

File Segment: EPI

8/5/9 (Item 9 from file: 350)  
DIALOG(R) File 350:Derwent WPIX  
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010904907

WPI Acc No: 1996-401858/199640  
Related WPI Acc No: 1998-076742  
XRPX Acc No: N96-338584

Financing health care service providers and pharmacies - receiving electronic insurance claim from service provider, accessing profile database record for payer and obligor to retrieve creditworthiness from profile database record

Patent Assignee: PHARMACY FUND INC (PHAR-N)  
Inventor: DE FAZIO T J; GREENE J M; HALL D; MAGNOTTE M M; PECK J; TARTER F B; TARTER S A; WYLIE L S

Number of Countries: 005 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
US 5550734	A	19960827	US 93175338	A	19931223	199640 B
EP 825544	A1	19980225	EP 96306185	A	19960823	199812 N

Priority Applications (No Type Date): US 93175338 A 19931223; EP 96306185 A 19960823

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
EP 825544	A1	E 106	G06F-017/60	

Designated States (Regional): FR GB IT LU  
US 5550734 A G06F-017/60

Abstract (Basic): US 5550734 A

An electronically transmitted **insurance** claim is received from the service provider. The payer and an obligor associated with the **insurance** claim are identified. A profile database record for the payer and obligor is accessed and the creditworthiness status of the payer and obligor from the profile database record retrieved.

It is determined whether to purchase the **insurance** claim from the service provider based on the creditworthiness status. If the determination is to purchase the **insurance** claim, a payment is made to the service provider for purchase of the **insurance** claim.

USE/ADVANTAGE - Evaluating and purchasing **accounts receivables**, scoring creditworthiness of payers and obligors such as **insurance** companies, **self-insured** employers, health maintenance organizations, preferred provider organizations, government agencies, and other entities sponsoring groups and individuals receiving health care benefits, collecting on **receivables**, securitising **receivables**, managing funds, and processing and reconciling claims and payments. Offers service providers immediate cash for creditworthy third party **receivables**. Reduces paper payments

Title Terms: HEALTH; CARE; SERVICE; RECEIVE; ELECTRONIC; **INSURANCE**; CLAIM; SERVICE; ACCESS; PROFILE; DATABASE; RECORD; PAY; RETRIEVAL; PROFILE; DATABASE; RECORD

Derwent Class: S05; T01; T05

International Patent Class (Main): G06F-017/60

International Patent Class (Additional): G06G-007/52

File Segment: EPI

02129883 69314662

**The LC goes on-line**

Lee, Joy

Asiamoney v12n1 PP: 72-76 Feb 2001 ISSN: 0958-9309 JRNL CODE: AMF

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**ABSTRACT:** The letter of credit, long the backbone of the trade finance industry, is outdated, and the race is on to create a viable on-line alternative. But institutions are discovering that financing their clients on-line is not as straightforward as it seems. The landscape of trade finance in Asia is changing, and fast. Given the proliferation of electronic and on-line facilities, traditional trade finance resources such as the letter of credit (LC) stand to be replaced, perhaps totally, in a very short timeframe. More importantly, banks and companies need to change their business mindset in order to accommodate the different type of financing arrangements required by the e-commerce business model.

**TEXT:** The letter of credit, long the backbone of the trade finance industry, is outdated, and the race is on to create a viable on-line alternative. But institutions are discovering that financing their clients on-line is not as straightforward as it seems. By Joy Lee.

The landscape of trade finance in Asia is changing, and fast. Given the proliferation of electronic and on-line facilities, traditional trade finance resources such as the letter of credit (LC) stand to be replaced, perhaps totally, in a very short timeframe. More importantly, banks and companies need to change their business mindset in order to accommodate the different type of financing arrangements required by the ecommerce business model. Tan Kah Chye, vice president & Asia head, e-commerce trade & supply chain at JP Morgan, sums up the shift of balance: "The emergence of e-commerce technologies continues to capture the headlines in trade financing. Whilst it is true that e-commerce is not a substitute for financing, it is nonetheless fundamentally changing the way that trade financing has been conducted in the past."

Although the LC is the most conventional trade finance tool, and one that still has a function in the region, its level of usage has declined in some Asian countries. Notes Wenyir Lu, senior vice president and general manager at Bank SinoPac in Taiwan: "In Taiwan, the use of the LC has declined from 50-60% [of total trade finance transactions] three years ago, to below 30% today." The main reason for the drop in LC usage in countries like Taiwan, Hong Kong and Singapore is the long processing time: negotiating an LC (from the time of shipment to the time of presentation by the issuing bank) can take over 20 days. It involves a lot of paperwork including the bill of lading, certificate of origin and insurance certificates. This leaves plenty of room for discrepancies and also increases the administrative cost.

Walter Tan, senior vice president, regional head, trade product management for Asia Pacific at ABN Amro Bank predicts: "My perception is that in three to five years, the volume of documentary credits such as the LC will drop by 30-40%. In 2001 the LC will still be relevant, but starting from 2002 the decline may accelerate."

In the light of the decline in LC usage banks and non-bank players worldwide and in Asia recognize the need to fill the gap. This has triggered the emergence of various electronic and on-line trading facilities. These aim at shortening the processing time of transactions and enable buyers and sellers to communicate with each other faster and more effectively.

It's easy to pick electronic and on-line application service providers in the market. One is Bolero, a service launched in late 1999 and jointly owned by SWIFT and the Through Transport Club. By standardizing the architecture through which electronic documents are exchanged, Bolero acts as a third-party authenticator of messages, allowing trading parties and banks to exchange documents with confidence. It also has a title registry and a rulebook to document and govern the electronic transfer of all documents of title, such as bills of lading. This means the entire LC cycle can be processed electronically, with greater speed and with less fraud.

Another is TradeCard - one of the few business-to-business e-commerce infrastructures that enables buyers and sellers to conduct and settle international trade transactions securely over the internet. By aggregating buyers, sellers and disparate trade service providers the TradeCard solution automates and streamlines existing international trade transaction processes. (See box)

Also recently launched is i2eX, created by State Street as a global electronic platform for trade management, and which this year partnered with ecVision's supply chain management applications. i2eX provides a fully integrated, on-line and paperless environment through which companies that source globally, and their vendors, are able to transact - from the initiation of a purchase order to transaction payment and financing.

Hong Kong-based East Asia Heller also brings **accounts receivable factoring** and equipment financing facilities **on - line**. Small and medium enterprises (SMEs) that have no real estate as security can apply for funding with their **accounts receivable** or equipment by filling in the required information on-line. The results show on the screen instantly. (The system is applicable, in general, for loans of HK\$500,000-1 million.)

#### Still bridges to cross

In one way or another, all of the above on-line services offer an alternative to traditional trading facilities, or at least shorten the time required for processing LCs. But although these tools are more efficient many still have not addressed the full scope of financing arrangements required by the e-commerce business environment.

Whereas the traditional trading pattern usually involves one buyer and one seller, or one buyer and many sellers, the e-commerce environment involves many buyers and many sellers doing business at the same time and on the same platform. This means that if banks are to finance clients in an e-commerce context, they finance not only their clients, but also their clients' counter-parties as well.

The different finance arrangement needs arising from ecommerce are plain. However, as Tan at ABN Amro points out, most banks are not ready to meet the challenge. For one thing, he believes banks are still developing web enabling capabilities, which allow customers to apply for LCs and finance through the web. But this is internet banking involving a bank-to-customer relationship, which is different from B2B in which banks electronically facilitate both ends of the transaction. Says Tan: "The e-commerce delivery channel of a bank has to link up with the community and complete the financial settlement. In certain situations the bank is requested to finance both the buyers and sellers and counter-parties of their customers in a B2B e-commerce context. This gives them a higher degree of uncertainty because they actually do not know the counter-parties of their customers."

Further, after the Asian crisis, banks are more cautious about managing credit risk. This is reflected in the increased cost for financing in Asia. Notes Amita Jhangiani, regional head Asia Pacific trade services at Deutsche Bank: "The price for trade financing and risk coverage has varied tremendously since the Asian crisis. Korea, Thailand and Indonesia saw changes from 0.5-4%, 0.5-5% and 1-12% respectively." She adds: "Local banks in these countries have become much more prudent in providing credit facilities and hence there is less credit available for smaller local corporates. Local banks are also offering shorter tenors on trade

financing."

Alan Wilkinson, head of trade services Asia Pacific at HSBC argues: "Risks increased in 1998 and financing charges increased accordingly. However in the last two years we have seen a very liquid market with too much money chasing too few good lending risks and pricing has been pushed down to very fine margins." Yet, like Jhangiani at Deutsche, Tan at ABN Amro believes credit is tight and financing spreads will be high in Asia because in countries like Thailand, Indonesia, the Philippines, Korea and Malaysia the risk appetite of banks is low, due to the high level of non-performing loans. He predicts: "We can say goodbye to cheap credit. Cheap credit is a dinosaur and I don't think it is coming back to Asia over the next three years."

After all, many bankers admit that most institutions, including global players, have not really digested the risk involved in financing e-markets. They may be able to finance on a supply chain mechanism - which is like financing a big corporate and its own chain of suppliers - but since financing emarkets is like financing a whole community on the web, banks are not ready to get involved. Remarks Alan Wilkinson at HSBC: "There is lack of trust of the trading parties - who you are dealing with at the end of the line. Secondly, payment mechanisms have not yet been devised which allow any customer of a B2B exchange to pay any other customer, due to the location of their bank accounts." Wilkinson believes that financing of trade on-line has not yet taken off because the credit bureaux that exist in the US do not exist in Asia. Hence the ability for a bank to analyze a customer instantly is curtailed. Banks therefore still rely on the traditional "know your customer" route before lending - effectively taking the credit decision off-line.

Notes Tan at ABN Amro: "E-market financing is a different game. It is talking about many buyers and many sellers. Would banks jump in and say 'I finance the community? I think the answer would be no.' Agrees Jhangiani at Deutsche Bank Asia Pacific: "E-commerce and the internet offer a new meeting place for buyers and sellers. However it is unable to address the issue of financing or risk coverage (buyer and/or country risk) as banks are hesitant in offering their trade services directly to e-portals. This issue is only partially addressed by insurance companies and some non-traditional trade service providers."

Tan promotes ABN Amro's new on-line B2B e-commerce solution, known as "bank neutral community-based settlement model". The model is designed to serve the entire ecommunity. He explains: "The many buyers and many sellers on the e-market can settle among themselves through one neutral bank settlement mechanism without having an account with us." It works just like that. The e-markets conclude agreements with ABN Amro and TradeCard provides a financial services gateway that links their systems with the bank. Then all transactions will be routed through this e-market, and from this e-market to the bank. The bank provides cash and trade settlement clearing functions as well as e-market settlement models, such as Escrow. Companies on the e-market do not need to maintain an account with ABN Amro. Says Tan: "This is a big step forward. Right now about 99% of all e-market transactions are actually settled off-line because they do not have bank neutral settlement model."

The model will be piloted in the first quarter of 2001 and ABN Amro has 57 mandates for its solution from various emarkets. With respect to portfolio and programme lending schemes for e-markets, Tan admits that the bank is still cautious about introducing these new solutions to the market. He explains: "We are still concerned about the risk environment in Asia. There is country risk and counter-party/drawee risk as well as performance risk. We have to explore ways of ring-fencing these risks in the context of e-markets."

But whilst a number of big players are prepaying themselves to meet the challenge, SMEs and local banks are not ready for such changes. Besides, the traditional LC still performs a key role in terms of risk mitigation. Notes Tan at JP Morgan: "Up to today there is still no alternative risk mitigation product that is available to the trading world that is as widely

accepted as an LC."

Looking to the future, Tan predicts: "Viewing trade financing from a more holistic approach, i.e., the entire trade financing value chain, I see a greater level of collaboration between trade financing service providers in the next two years. I would expect to see greater collaboration between banks, insurance, logistics and technology companies. Internet technology will facilitate this process."

Notwithstanding, e-commerce is more than just a global trend. Although Wilkinson at HSBC reminds us that the euphoria that engulfed the B2B markets in 1999 and 2000 has died down substantially, and that e-commerce is now seen as just another method of commerce rather than the panacea to all the world's trading ills, it is still necessary to address issues arising from the e-markets. Banks and companies need to adapt to change and keep pace with ever-developing market conditions. Only time can tell how long it will take for all the trading parties to prepare for the transition.

#### TradeCard brings new concept to trade finance in Asia

The services provided by TradeCard are designed to be a direct substitute for the letter of credit (LC) method of trade finance. They also partially accommodate issues arising from the rapid development of the ecommerce business environment. Explains Kurt Cavano, chairman & chief executive officer of TradeCard: "TradeCard was initiated because we saw a tremendous gap in the market for the ability to deliver trade finance products to companies using new technology. The old way of doing trade finance is extremely paper-based and labour intensive. Now we can use the internet to aggregate buyers and sellers together, so people can buy services much more cheaply, and fundamentally change the way the market does business."

In order to use TradeCard's patented transaction system, buyers and sellers must first become approved TradeCard members by completing a detailed on-line application. Once an applicant has been approved for membership he receives a security identifier (smart card) to gain access to the TradeCard network. Then everything can be transacted on-line. For example, the buyer creates an electronic purchase order containing the transaction's terms and conditions. TradeCard then notifies the seller who can either approve the purchase order electronically or can negotiate with the buyer on-line. Once both parties have agreed on the terms, it becomes a purchase contract. At the time of shipment the seller populates an invoice and packing list on the TradeCard system, using either TradeCard's pre-populating tools, or by means of an electronic file. TradeCard's patented compliance engine automatically verifies that all required terms of the transaction are met by comparing the data of the purchase order with the commercial invoice, packing list and proof of delivery documents. TradeCard charges a flat fee of US\$150 for each settled transaction under US\$100,000 in value and an incrementally higher fee for settled transactions over US\$100,000.

TradeCard is an open network. Buyers and sellers are not required to open a new account with another financial institution. Thomas Cook, a global payment provider, electronically transfers funds from the buyer's financial institution to the seller's financial institution. Moreover, participants in the TradeCard network can request a credit rating from Coface, which partnered with

TradeCard last year, by filling in a confidential questionnaire. The rating is published on [cofacerating.com](http://cofacerating.com) for public reference. In addition, Coface, in its capacity as an export credit insurer, also

provides payment assurance to the seller for transactions up to approved limits for each buyer. Notes Richard Burton, regional general manager at Coface: "Business solutions are all about trust and security. We provide rating services, as well as credit guarantees, to companies so that they can trade with a greater degree of confidence and trust."

Furthermore, Asian members can also apply for trade financing from TradeCard partner banks. These include Chohung Bank in Korea, Dah Sing Bank in Hong Kong, Bank SinoPac and ChinaTrust Bank in Taiwan. Cavano says TradeCard has alliances with a total of seven banks in Asia, and others are in the process of negotiation.

Wenyir Lu, senior vice president and general manager at Bank SinoPac in Taiwan, explains the arrangement: "Our bank teams up with TradeCard to provide trade finance to customers. There are three kinds of financing; after-compliance finance, post-shipment finance and pre-shipment finance." He continues: "Doing trade financing on-line is much cheaper for us and for clients because it eliminates labour intensive trade settlement methods. In addition, all transaction information on TradeCard is transparent and handy. Because we can access a whole range of information - from purchase order to a

company's transaction history - we save time and cost on credit decisions."

According to Cavano, TradeCard adds, on average, one customer each day. One third of its customers come from the US and two thirds from Asia. He says: "We find that Asian companies, particularly those in Hong Kong and Taiwan, are very receptive to TradeCard's services. They are keen to adopt more efficient ways of trading."

TradeCard's clients are mainly SMEs, though many big companies have hooked up, such as SK Global in Korea and RadioShack in the US.

Room for improvement?

Yet the TradeCard solution still represents a bank-to-customer relationship and does not resolve the many buyers and many sellers conundrum presented by the e-commerce model (see main feature below for further details).

Earnest Mak, assistant general manager, commercial banking division at Dah Sing Bank in Hong Kong also points out: "I think online trading solutions will be the future trend, but the market needs time to understand how it works because the solutions are new to people."

Some major banks remain cautious about TradeCard's business. Suggests Walter Tan,

senior vice president & regional head, trade products management, Asia Pacific at ABN Amro: "I think companies like TradeCard have a good value proposition. But they will also have an uphill battle, mainly because it is the global trade banks that have strong credit risk appetite and capture a large slice of the trade financing business. Non-bank application service providers may have a tough time as most transaction volume still falls into the hands of these global trade banks. And global trade banks do not want to support non-banks because they will develop solutions on their own."

THIS IS THE FULL-TEXT. Copyright Euromoney Institutional Investor PLC Feb 2001

GEOGRAPHIC NAMES: Asia

DESCRIPTORS: Letters of credit; Trends; Trade finance; Electronic commerce  
CLASSIFICATION CODES: 9179 (CN=Asia & the Pacific); 8130 (CN=Investment

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communications)

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Cross-border trade in Europe

Jansen, Cees

**ABSTRACT:** Europe is a huge market consisting of 15 different countries, each with its own culture, language and banking system. These systems vary, resulting in different ways of making payment. If a credit manager wants his customers to pay on time, he should make it easy for them to pay by: 1. having the invoices in their local currency, 2. clearly advising them on where to pay with all relevant account and bank details, and 3. having systems that can handle these payments. To establish the systems, the credit manager should: 1. establish foreign currency contracts with his banker, 2. speak to his bank or financial consultant about which mix of methods to use, and 3. establish the right payment systems. The proposed European single currency will end internal transaction costs and exchange rate risks on just one currency.

**TEXT:** During the last decade, increasing numbers of medium and small American businesses have started to tap the export market. While exporting can be attractive - it expands markets and, in many cases, higher prices can be negotiated - it also presents problems to the exporters and their asset-based lenders.

American businesses have always outpaced their European counterparts in credit management, and receiving payment from customers is not taken for granted. Just getting paid is not sufficient; getting paid on time is equally important for most credit departments.

In the U.S., it is assumed that payment will be made by check. When exporting, this assumption is not always valid. Most European customers these days expect to be sold on an open account basis.

Each country has its own standard payment system, some of which do not involve checks at all. Thus the credit department has to extend its area of influence in addition to establishing credit lines and conditions of sale. It also has to issue instructions to the client on how to make payment and to build the infrastructure to receive payments.

Europe is a huge market consisting of 15 different countries, each with its own culture, language and banking system. These systems vary, resulting in different ways of making payment. For example, a little over 80 percent of payments in the U.S. are made by check, whereas virtually the same percentage of payments in Sweden are credit transfers.

In spite of European integration, different countries still have different ways of making payments. In Sweden, as in the Netherlands, credit transfers are the norm. In the U.K., check is still the most common business-to-business payment, but in Germany the use of checks is falling rapidly. In France, a substantial percentage of payments are made using an automated version of the Traite, similar to a bill of exchange.

What is the benefit of applying the knowledge of these systems to the way the U.S. exporter works? Here are two examples.

Assume your U.S. company is importing from a company in Holland. You received delivery of the goods ordered. The Dutch supplier may now invoice you in Dutch guilders without giving specific payment instructions. Alternatively, the supplier may invoice in U.S. dollars, requesting you to send a check to a U.S. address, possibly a lock box address. Obviously, the second option is preferable. It doesn't leave you wondering how to make payment or incur bank charges for a foreign currency transfer. You benefit and your supplier also benefits by receiving payment earlier.

The reverse is true for U.S. exporters as in my second example which involves an actual case of a U.S. company exporting to France. As stated earlier, a common way of getting payment is through the use of the Traite. (Example shown on page 68.)

A Traite is sent to the customer before the invoice date is due. It is signed for acceptance and returned to the supplier. On the due date it is presented to the bank which then presents it to the client's bank for payment. The benefit of this method is that collection activities can start prior to the due date.

Once accepted, the customer cannot refuse payment based on disputes and a nonhonored Traite is reported to the French Central Bank, leading to a downgrade in credit rating. Not knowing this system can lead to painful incidents as recently experienced when a U.K. firm chased a French buyer for payment. The French had raised a Traite on themselves, the supplier filed the Traite and lost over a month's interest on the payment and, what's more, the company suffered substantial embarrassment in a promising new customer relationship.

The moral: if you want your customer to pay on time, make it easy for him to pay. Invoice in local currency, clearly advising your customer on where to pay with all relevant account and bank details, and establish systems that can handle these payments.

This leads to a second opportunity for reducing the time it takes to collect payment by cutting back the number of days of sales outstanding. Anyone with experience in exporting knows how long money can be tied up in the banking system. It's easy to blame the banks for their inefficiency, but that is only part of the story.

Even at the most automated banks, cross-border payments require a lot of manual intervention which is expensive and can create mistakes. Smaller banks (in Italy alone there are more than 1,000) cannot afford these systems and rely entirely on manual processing.

A good money transfer system - the way money leaves your customer's account and enters yours - generates income because payments are received earlier.

For example, one company recently established a system for a U.S. supplier selling to the U.K. It reduced transfer times from 16 days to two. Obviously, this is a spectacular example and normally the savings will be between two and six days, but if a client pays just five days earlier on an invoice of \$25,000 at an interest rate of eight percent, the reduction in interest charges is \$28 - helping to pay for the service.

The exporter now has determined that invoicing should take place in local currency and that the payment address should be in the country of the importer. But what needs to be done to establish the systems to handle all this? First, tackle the foreign currency exposure. This exposure needs careful monitoring unless you want to expand your business activities into the currency speculation. This can be achieved through forward foreign currency contracts with your bankers, which you can lock in your profit margin. Monitoring requires sales ledger administration systems that are capable of administering most currency invoices.

Second, speak to your bank or financial consultant for advice on which mix of methods to use. Make sure that your adviser has been involved in these kinds of procedures before and check his credentials with clients that he has advised before. Third, establish the right payment systems. Large companies traditionally were able to set up collection accounts in every country where their clients do business. That is still an option, but in recent years banks and other institutions have also set up such systems. Bank of America, for example, has spent close to one billion dollars on its global payment systems. For years, factoring companies have been using the services of correspondents in different countries to achieve the benefits of a local presence without having to maintain a physical presence.

To avoid the disadvantage of such correspondent networks, one factoring company has established a network of electronically linked offices throughout Europe. Through this network, it offers receivables management services to exporters as well as their financiers.

And

finally, you can wait for the European single currency -the Euro. The Euro will end internal transaction costs and exchange rate risks on just one currency. Initially the benefits will be limited by the expected restricted membership. If that membership consists of Germany, France, Belgium, Netherlands and Austria, benefits would accrue when trading with these countries. When trading with the U.K., Italy and Spain, separate systems would be required.

In summary, when exporting to Europe, make the collection of payment an integral part of your credit management policy. Establish payment conditions as well as payment systems. Only then, speak to your bank or financier and ask them to help you set up the system you require. Don't let the bank determine what you do with your most valuable asset - your customer.

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GEOGRAPHIC NAMES: US; Europe

DESCRIPTORS: Credit management; Payment systems; International trade; Secured loans; Currency

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9/9/4 (Item 4 from file: 15)

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International factoring: Alternative trade finance tool

Plyler, Eugene R

Secured Lender v52n4 PP: 74-76 Jul/Aug 1996 ISSN: 0888-255X

JRNL CODE: SCL

DOC TYPE: Journal article LANGUAGE: English LENGTH: 2 Pages

WORD COUNT: 1193

ABSTRACT: Many US exporters have now turned to factoring companies to handle their export credit operations. Domestic factoring clients, who also export, are more comfortable with their factor handling the export transaction. The international **factoring** business involves **networks** similar to the use of correspondents in the banking industry. International factoring may be defined as the sale of assignments of short-term (generally 120 days or less) **accounts receivable** arising from an international sale of goods or services. There are 4 parties involved in a transaction: 1. the exporter (seller), 2. the US factor (export factor), 3. foreign factor (import factor), and 4. customer (buyer). There are basically 3 elements of service offered by international factoring companies: 1. managing the receivable, 2. furnishing credit protection on the receivable and establishing credit lines, and 3. lending against **receivables**.

TEXT: The world economy is becoming less restrictive to international trade. Governments are increasingly privatizing state companies, deregulating sensitive economic sectors and lowering trade barriers in response to the expanding global market. Forty-eight percent of America's growth companies currently export and are continuing to expand into new countries.

You may want to enter the global marketplace, but open trade credit is

driving the international business and you do not feel you can take the credit risk associated with these potential sales. Your competition, including multinational companies, have direct subsidiaries in countries you are trying to sell to and they offer open trade credit and have the ability to accept payment in local currencies. You do not want to deal with the hassles of letters of credit or cash in advance, but your sales growth is suffering.

International factoring offers an alternative. Many U.S. exporters have now turned to factoring companies to handle their export credit operations. Domestic factoring clients, who also export, are more comfortable with their factor handling the export transactions. No hassles, no credit worries and no collection barriers.

#### History of international factoring

Although the concept of international factoring has, in recent years, become more attractive for alternative financing, it is not new. Factoring has been used in one form or another since the fifteenth century when merchandise such as fish, fur and timber were exported to England with agents from London making loans and advances to these sellers to help provide working capital.

The nineteenth century was a period of resurgence for factoring, but it was centered more in the U.S. rather than Europe. Beginning in the 1970s a number of countries began enacting legislation to open the doors for opportunity for cross-border trade activities and once again the factoring industry was revived as an alternative financing tool. In 1995, \$23 billion in international trade was covered by factors, up 17 percent from a year earlier. The top five U.S. factors with specialty units for international factoring are: NationsBanc Commercial Corporation, BNY Financial, CIT Group/Commercial Services, Heller Financial and Republic Factors. Some of these major factors are making export business a priority. As an example, NationsBanc was awarded the President's "E" Award in 1994 for its excellence in export service and it continues to expand internationally by opening an office in Hong Kong and by strategic alliances in other countries.

#### Worldwide factoring network

The international factoring business involves networks similar to the use of correspondents in the banking industry. Factors Chain International is the largest of these global networks of factoring organizations. About half the worldwide factoring volume account transactions are through the member companies.

International factoring may be defined as the sale of assignments of short-term (generally 120 days or less) accounts receivable arising from an international sale of goods or services. There are four parties involved in a transaction--the exporter(seller), the U.S. factor (export factor), foreign actor (import factor) and customer (buyer). Transactions are a little more complex than traditional domestic factoring since there are a number of parties, depending on how many countries in which the seller has customers.

Global networks enable the export factor to give the seller a working financial partner to engage in factoring in another country. The member companies in each country are right there, speak the local language, keep up-to-date on who is creditworthy, and ready to act with the export factor as the seller's overseas financial representative. This means that the seller can do business abroad as if it were next door to the customer.

The export factor will work directly with the import factor to represent the seller. Under the supervision of the export factor, the import factor will manage the seller's collections and cover the credit risk.

#### Services offered

There are basically three elements of services offered by international factoring companies:

- \* Managing the receivable. AR accounts receivable manager handles collections and provides reporting and bookkeeping services.
- \* Furnishing credit protection on the receivable and establishing credit lines.
- \* Lending against receivables.

#### How it works

The seller will sign a factoring agreement with the U.S. factor (export factor). Under this agreement, the seller's accounts receivable are assigned to the U.S. factor, and the seller is covered against credit losses, up to 100 percent of the approved credit. The export factor selects an appropriate import factor to act on the seller's behalf overseas with the export factor's supervision. In the meantime, the import factor overseas investigates the credit standing of any local customer to which the seller wishes to sell goods.

When approved, credit lines are established so the seller's foreign customer can place orders for goods on open account trading terms. Once authorized sales take place, the seller becomes eligible for funding. The import factor handles the local collection and payment of the accounts receivable.

During all stages of the transaction, records are kept for the seller and reports are made to give the seller important, timely information on such details as delayed deliveries, the wrong merchandise sent to the wrong place or any other discrepancy causing delays in payment.

#### Seller profile

Typical U.S. sellers who factor are manufacturers, distributors, wholesalers or service companies with sales ranging from \$5 million to \$200 million. Usually the export sales minimum is \$2-\$5 million. International factoring is also becoming a financing tool for larger corporations, such as Fortune 1000 companies.

#### Coming of age

International factoring is coming of age among U.S. exporters and there are enormous opportunities to capitalize on the economic changes. This alternative financing tool allows the exporter to compete and increase global sales.

#### Advantages of international factoring

- \* When you offer easier terms of payment in foreign markets, you give your customer more available cash to buy more from you and expand your sales, with no credit risk to you.
- \* You can offer more lenient open account terms simply by granting deferred payment terms such as 30 or 60 days.
- \* You can put credit lines in place for your customer and speed up response time for orders and reorders.
- \* You are fully covered against credit losses, up to 100 percent.
- \* All you have to do is issue invoices. You do not have to collect.
- \* The limited communication "time window" you are confined to when you try to talk to your customers internationally expands to normal working hours because you have the local FCI affiliate.
- \* You avoid the usual delays associated with the negotiation of letters of credit.

- \* Your collections and remittances speed up, improving your cash flow.
- \* You are able to cut back on the higher financing and administration costs associated with other forms of trade finance.
- \* You have access to a flexible source of working-capital financing geared to your export sales.
- \* Your overseas customer appreciates avoiding the delays usually associated with opening letters of credit.
- \* Your customer abroad will see you as a new and expanding source of product supply to help him grow his own business.

Eugene R. Plyler is vice president, NationsBank Corporation, and market support manager, NationsBanc Commercial Corporation, Atlanta, GA. He is past president of the Middle Tennessee National Association of Credit Management.

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GEOGRAPHIC NAMES: US

DESCRIPTORS: International trade; Factoring; Definitions

CLASSIFICATION CODES: 3200 (CN=Credit management); 1300 (CN=International trade & foreign investment); 9180 (CN=International); 9190 (CN=United States)

9/9/5 (Item 5 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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01247660 98-97055

**Bohemian finance**

Sayer, Rupert

Project & Trade Finance n157 PP: 36 May 1996 JRNL CODE: PTF

DOC TYPE: Journal article LANGUAGE: English LENGTH: 1 Pages

WORD COUNT: 979

ABSTRACT: Opportunities for less traditional forms of trade finance, such as forfaiting and factoring, abound in the Czech Republic. Primary forfaiting is not common in the Czech Republic. And selling it to Czech exporters is a slow process, as clients require educating. The same can be said of factoring, which is also less known to exporters than more traditional instruments. Trends in trade finance in the Czech Republic are discussed.

TEXT: Headnote: Opportunities for less traditional forms of trade finance abound in the

Headnote: Czech Republic. Rupert Sayer looks at forfaiting and factoring.

Primary forfaiting is not common in the Czech Republic. And selling it to Czech exporters is a slow process, as clients require educating. The same can be said of factoring, which is also less known to exporters than more traditional instruments.

Forfaiting an export deal, based on letters of credit and bank avals or guarantees, can offer an exporter quick and easy money. Whereas forfaiting tends to cover the export of capital goods, where risks are greater and tenors longer, factoring, where receivables are based on open account, is better suited to smaller companies and smaller deals -typically for consumer goods and repeated deliveries.

Reliable partner

Despite its low profile, forfaiting has been used for some years by Strojimport, an import/export company specializing in machinery and tools. Strojimport, has used London Forfaiting Company (LFC) since 1986 through its German office and since 1993 through LFCs Prague office.

LFC has recently covered transactions for Strojimport which include five-year exports to Pakistan and up to three years for Brazil. "LFC is a reliable partner," says Irena Kristova, head of the financial department at Strojimport. "Pricing is important, but so is service. If we receive two offers for the same price, we will give the job to the forfaiter who has the most expertise - we get our money quicker that way."

This is where a foreign forfaiter can take business from Czech banks. LFC and other foreign forfaiters have the networks to understand country risksomething which is more limited for a Czech bank. They can therefore provide Czech exporters with cash quicker for some deals.

But few Czech banks offer primary forfaiting services anyway. Komercni Banka, for instance, sources 90% of its paper on the secondary market in London and keeps most of it until maturity. Investicni a Postovni is to establish a forfaiting department, but this will also concentrate on purchasing Czech paper on the secondary market. This is typical of other Czech banks, such as Zivnostenska, Ceske Sporitelna and CSOB. CSOB, however, is in direct competition with its 50:50 joint venture with Standard Bank London - OB Aval. OB Aval is LFC's closest competitor and does concentrate on primary forfaiting.

Few foreign banks are bothering with primary forfaiting either. "Foreign banks such as Citibank and some German and Austrian banks offer forfaiting," says Vit Glosner, office director at LFC in Prague, "but they are final investors. They do not trade the paper on. So these banks would not necessarily call this service forfaiting."

OB Aval and LFC offer primary forfaiting services to sell paper on in the secondary market in London. "Our task here is to sell paper on in London," says Tomas Nymbursky, manager at LFC in Prague.

Tenors for traded Czech export paper are typically up to two years. Markets are both OECD and nonOECD, with Asia growing in importance. "We covered a two-year Bangladeshi deal last year, for instance," says Glosner. "We also had enquiries about exports to Vietnam. Because of state insurance through Egap, we are unfortunately at the smaller end of the market. We do not see too many of the larger deals."

#### Falling margins

Margins have fallen in forfaiting deals over the past two years, helped by the fact that the Czech Republic is a better risk and Czech banks are borrowing more cheaply. Pricing has also been falling steadily for factoring.

Factoring is better known to exporters than forfaiting in the Czech Republic. Factoring turnover averaged \$500 million last year, compared with \$13 million in Poland and \$8 million in Slovenia. Transfinance's turnover increased by over 90%. Transfinance is one of the largest factors in the republic and also forfaits some deals. It is 20% owned by Zivnostenska, 30% by Hypo Bank, and Intermarket Factoring of Vienna and FactoFrance Heller hold 25% each. OB Heller is Transfinance's nearest Czech competitor. It is owned by Dutch factor NMB Heller, CSOB and the IFC.

Transfinance and OB Heller are members of Factors Chain International (FCI), through which a network of 40 factoring partners is utilized worldwide to collect receivables (see P&TF February 1996, p38). Transfinance has no partners in the CIS, Romania, Bulgaria and Latin America. "But we cover these areas by export forfaiting anyway," says Petr Marek, general manager of Transfinance. One forfaiting deal last year which Transfinance concluded was a 60-day export of machinery to Thailand worth Swfr200,000 (\$ 166,000) and priced at 9%.

Because of the type of client attracted to factoring, both Transfinance and OB Heller deal with smaller exporters. "We split the risks as much as possible," says Tomas Vogl, deputy general manager at Transfinance. "It is best not to have too many bigger clients." Transfinance still requires a client to have a turnover of at least Kr5 million (\$182,000) a year, with at least five customers. Typical tenors are up to 90 days and rarely exceed 120 days. Western Europe is the main region of activity.

Transfinance has recently opened a joint venture in Slovakia, with local bank Bolno Banka. The republic's links with its neighbour are still strong and much cross-border factoring takes place. The latest factor to set up in Prague, for instance, is CS Factoring, owned by Slovakian bank VUB.

Textile firm Dekora-Jenicek is one Czech company for which Transfinance has structured export deals through factoring. Within two years, Dekora-Jenicek's turnover has doubled to \$10 million and 60% of all turnover is linked to factoring. "Factoring enables us to obtain immediate funds against our invoices," says Vladimir Saifir, deputy general manager for finance at Dekora-Jenicek. "This supports our cashflow and gives us the chance to use our accelerated revenues from time-to-time to negotiate discounts from our suppliers in return for prompt or advance payments. That means we operate more economically across the board."

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COMPANY NAMES:

London Forfaiting Co

GEOGRAPHIC NAMES: Czech Republic

DESCRIPTORS: Forfaiting; Factoring; Trade finance; Emerging markets; Exporters; International banking; Manycompanies

CLASSIFICATION CODES: 8110 (CN=Commercial banking); 1300 (CN=International trade & foreign investment); 9176 (CN=Eastern Europe); 9180 (CN=International); 3100 (CN=Capital & debt management)

9/9/11 (Item 1 from file: 636)

DIALOG(R) File 636:Gale Group Newsletter DB(TM)

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04465493 Supplier Number: 56643318 (THIS IS THE FULLTEXT)

**CASHFLOWSOLUTIONS.COM OFFERS CD-ROM'S TO INCREASE PROFITS.**

CD Computing News, v13, n11, pNA

Nov, 1999

ISSN: 0893-4843

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 477

TEXT:

For the thousands of businesses that struggle to find money to survive, a brand new web site lets business owners find out about a proven solution to their cash-flow dilemma. After spending more than fourteen years as a bank regulator, Opal R. Gilbert knows where to find funding for all kinds of businesses. Now, her company announces a brand new web site:  
<<http://www.cashflowsolutions.com>>.

In conjunction with matching a client with the funding vehicle to sell their accounts receivable, O.R. Gilbert Enterprises also provides referrals to clients who are seeking funding for all kinds of projects from real estate, equipment leasing, and government contracts to venture capital and much more.

Opal R. Gilbert says that the only thing keeping most businesses from thriving is insufficient cash flow. "Businesses who have constant cash flow do not close down." And now her new web site can help solve cash flow problems for businesses of all sizes and structures.

"If your business needs immediate cash flow," says Gilbert, "then your business needs [cashflowsolutions.com](http://www.cashflowsolutions.com)." This web site has something for every business, including a selection of powerful CD-ROMs that gives business owners and entrepreneurs valuable information and tools to increase their profit margin.

Gilbert says this **web** site demystifies "Factoring," the best source for alternative financing. Gilbert states that all too frequently, because of the stress and invasive process associated with applying for a bank loan, business owners are often apprehensive about approaching their bank for financing. Rather than being stressed by the bank, Gilbert recommends that you speak with a Factor. A Factor will purchase your credit-worthy **accounts receivables** at a discount to give you immediate cash flow.

Factoring has increasingly become a popular and recognized source of Non-Bank funding for growing businesses of all types throughout the country. Factoring has the distinction of being the foundation of numerous successful businesses. Why? Because it is a financial process that releases much of the cash that is frozen in a business's accounts receivable, enabling growth and prosperity.

O.R. Gilbert Enterprises places businesses with Factors nationwide. Because they get paid by the Factor, this service is free to businesses seeking to sell their accounts receivable. And as businesses find it more and more difficult to obtain business loans from their local banks, more are turning to Factors for immediate cash flow solutions. [Cashflowsolutions.com](http://Cashflowsolutions.com) shows businesses that Factors are and how they can help provide the cash flow businesses need to survive in the 21st century.

O.R. Gilbert Enterprises is located in the Empire State Building, at 350 Fifth Avenue, Suite 3304 in New York City. Businesses wanting to learn more about Factoring or many of the other cash flow solutions available can contact Opal R. Gilbert at 212-685-1729 or by fax at 212-686-1742. Ms. Gilbert can be contacted by email at <<mailto:lendingog@aol.com>>.

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DIALOG(R) File 636:Gale Group Newsletter DB(TM)  
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02228605 Supplier Number: 44244656 (THIS IS THE FULLTEXT)

**Prefunding Stigma Remains**

Automated Medical Payments News, pN/A

Nov 20, 1993

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 802

TEXT:

But some claims processors say the earlier stigma of prefunding is still strong in the provider community. "Every doctor I've ever talked to has been disappointed when they tried it," says Joel Garblik, vice president of marketing for Tampa, Fla.-based National Computer Claims Services. "The doctors are going to get paid anyway and don't want to pay interest to get paid in three or four days rather than three or four weeks." Greene says earlier prefunding schemes left a black mark on the **receivables** financing market. But once it's known throughout the health care industry that there are new ways of "factoring," another term for prefunding, "then an **automated**, low-price **factoring** system can go in place," he says.

The changing atmosphere is causing other clearinghouses and lenders to look at making alliances. Financial Health Services is starting three programs during the next few months which could include clearinghouse participation.

Gene Carruth, director of CSA Provider Services Inc. in Tempe, Ariz., says he is looking at starting a prefunding program in 1994 but has no firm plans. "People are looking at ways to provide value-added services," he says. Chase Manhattan Bank already has a prefunding program with 10 providers who interface directly with the bank, but may contract with clearinghouses in the future, says Vice President Suzanne Steinau. Chase's clients include U.S. Homecare Corp., Hook SuperX Inc. and Presbyterian

Hospital. m

After Months Of Delay, WEDI Issues Its Eagerly Awaited Second Report

Using electronic data interchange for health care transactions could save the U.S. health care system \$42 billion during the first six years of implementation, the workgroup for Electronic Data Interchange estimates in its 1993 report. "These numbers show that the U.S. health care system will benefit by the increased use of electronic data interchange networks," says Robert Saich, an independent health care EDI consultant and chairman of the task force that crunched the savings numbers. Scheduled to be unveiled Nov. 23, the WEDI report concludes that automating 11 transactions will save \$60.4 billion from 1994 through the year 2000, but cost \$18.1 billion to implement. The 11 health care transactions analyzed for cost savings are:

- m Claims submission.
- m Enrollment.
- m Payment and remittance advice.
- m Eligibility verification.
- m Claims inquiry.
- m Materials management.
- m Prescription ordering.
- m Coordination of benefits.
- m Test orders and results.
- m Referrals and authorizations.
- m Appointments and scheduling.

In its 1992 report, WEDI estimated that the health care industry would save \$4 billion to \$10 billion annually by automating five core financial transactions--claims submission, enrollment, payment and remittance advice, eligibility and claims inquiry.

But the group primarily consisted of payers last year and did not have adequate information on costs and savings projections from the provider and employer communities.

Armed with more information this year, WEDI says automating the core transactions would save \$8 billion to \$20 billion annually.

By far, the largest projected savings--\$4.5 to \$13.1 billion--would come from automating the claims submission process. Savings for the other transactions ranges from \$4.7 billion to \$6.4 billion, with most of the savings in materials management.

Net savings to providers over the six year period will be \$26.1 billion, payers will save \$9.4 billion and employers will save \$6.8 billion.

Each group will see a net savings each year, even as the bulk of implementation costs are borne over the first three years, WEDI says. For instance, the first year of implementation would cost the industry \$1.5 billion and save only \$1.9 billion. By the third year, costs peak at \$5.1 billion while savings begin to take off--\$7.8 billion. In the sixth year, implementation costs will total only \$1.4 billion while savings skyrocket to \$17.5 billion, WEDI estimates.

WEDI leaders met on Nov. 8 with Bruce Vladeck, administrator of the Health Care Financing Administration, and hope to get the endorsement of the Clinton Administration.

Joseph Brophy, WEDI co-chair and former president of The Travelers Insurance Co., says the White House would be wise to consider the report because it represents the consensus opinion of the health care industry on how to automate health care transactions. "Are they going to sit up and take notice of what's in the report? They've got to," Brophy says.

Sources say the report will recommend that major providers and payers implement national electronic standards for the five core financial transactions by Oct. 1, 1994, or within one year of the passage of federal legislation. Smaller health care players would have until Oct. 1, 1996 to implement the standards, a year later than previously recommended by WEDI. The report will include draft legislation governing privacy and confidentiality issues and apply only to electronic medical records.

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DIALOG(R) File 16:Gale Group PROMT(R)  
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06606869 Supplier Number: 55635480 (THIS IS THE FULLTEXT)  
**FACTORS ARE LINING UP TO GET ONLINE; WEB PROVIDES NEW MEANS OF COMMUNICATION WITH EXISTING CLIENTS AND INTRODUCTION OF SERVICES TO NEW ONES.**

Ryan, Thomas J.  
Daily News Record, p8  
August 27, 1999  
ISSN: 1041-1119  
Language: English Record Type: Fulltext  
Document Type: Magazine/Journal; General Trade  
Word Count: 930

TEXT:

NEW YORK -- Coming up next: online factoring.

Almost as aggressively as many apparel manufacturers and retailers, factors have set up Web sites to tout their wares and some are even beginning to offer services over the Internet. Although most don't expect the communication ease of the Internet to replace the need for one-on-one chats with clients, many see a host of advantages as a result of the Web.

"We view it [the Web] as an additional way to communicate with existing clients, potential clients and intermediaries such as bankers and accountants," said Miles Stuchin, president at Access Capital. "What's been particularly good is the immediacy for us. If someone is introduced to us in a telephone call, they can immediately get online to learn all about us."

Factors seemed especially impressed by the Internet's ability to quickly find financial and credit information, helping speed the factor's ability to make decisions on retailers' credit, as well as on their clients' requests for advances. Factors also said the Web sites are introducing some apparel clients to services outside the traditional roles of purchasing accounts receivables, providing credit protection, and collection services to other products such as asset-based lending, letters-of-credit, single-invoice factoring and non-recourse factoring.

Harold Dundish, executive director at Finova Capital Corp., said the Web should prove particularly useful as factors try to expand to nontraditional areas outside the apparel and textile trade.

"I think everybody is looking at what opportunities it's going to bring us in new business," said Dundish.

For clients, perhaps the biggest plus in the future is that the Internet will soon allow **online factoring** to become a reality. After 2000, most factors expect that their clients will be able to access their accounts directly online, providing information such as the posting of invoices, cash applications, collections and **accounts receivable** agings.

CIT Group/Commercial Services, the largest factor, has become the first factor to allow clients direct access to its accounts through its online client information system. Through the use of a PIN (personal identification number) similar to an ATM, clients can instantaneously call up information on available credit, collections, balances and receivables.

"We're able to get information to clients 24 hours, seven days a week through the Web," said Richard Romer, executive vice-president at CIT. "Also, our Asian clients can come on to our Web site, and get instantaneous access to information on their account the same way as those of Seventh Avenue do. It's a great device for delivering value in fast time."

John Heffer, president at Republic Business Credit, noted the factors already do most of their business electronically through dial-up or direct-link services, with both retailers and their clients. But he agreed that the Internet will only increase efficiencies.

"By the end of the third quarter, Republic will be allowing access through the Internet to its clients for such information as credit advances and whether a check was paid or not," Heffer said.

Romer said the Internet particularly has an edge over existing direct-linked factor computer systems such as LAN because it can be accessed anywhere.

"We can now access the system from home and on the road through portable personal computers," Romer said. "We can receive check and remittance information over the Web and give them remittance documents over the Web. About 98 percent of our orders come in electronically and a good portion come over the Web."

Romer also said the Web has allowed CIT to start in July of this year to offer single-invoice factoring. Through this, a potential client can apply online to get a guarantee against one credit whereas previously CIT would only factor the whole receivable, according to Romer.

Stuart Brister, head of factoring at Bank of America Commercial Finance Factoring, formerly NationsBanc Commercial, said that generally the factor's first phase is to set up a Web site that primarily serves as an online brochure for the factor's services. The second phase will be to provide the ability to download reports from the site, and he said Bank of America will be making reports accessible on the Web in the third quarter. The third and last phase is for factors to allow client access to day-to-day activity on the Web.

Brister predicted that most factors will be providing access to day-to-day account information over the Internet in 2000, noting that many firms are currently focusing on solving Y2K problems and have to justify the spending on the new technology.

Despite the advantages of the Web, factors were also generally in agreement that the factoring relationship is still closely linked to human content, and that e-mail will not replace the telephone call and the eye-to-eye meeting.

"Factoring is still a human relations business and depends upon human input to a great extent," said Stanley Officina, president at Sterling Factors. "You can fill out an application online, but after that you want to meet the person you're doing business with."

Access Capital's Stuchin concurred: "I don't see someone contacting us on the Net and doing business with us without having direct contact. It's still a business where you got to know your clients and you have to spend actual time with them and not just virtual time." Among the factor Web site links are citgroup.com (CIT), bankofny.com (BNY Financial), bankofamerica.com (Bank of America Commercial Finance), hellerfin.com (Heller Financial), rnb.com

(Republic Business Credit), capfac.com (Capital Factors), centurybcc.com (Century Factors), finova.com (Finova Capital), sterlingbancorp.com (Sterling Factors), rosenthalinc.com (Rosenthal & Rosenthal), merchantfactors.com (Merchant Factors), westgatefinancial.com (Westgate Financial) and Hilldun.com (Hilldun Corp.)

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PUBLISHER NAME: Fairchild Publications, Inc.

EVENT NAMES: \*366 (Services introduction); 250 (Financial management)

GEOGRAPHIC NAMES: \*1USA (United States)

PRODUCT NAMES: \*2310000 (Males' Clothing); 6020230 (Business Financing)

INDUSTRY NAMES: BUSN (Any type of business); FASH (Fashion, Accessories and Textiles); RETL (Retailing)

NAICS CODES: 31522 (Men's and Boys' Cut and Sew Apparel Manufacturing); 52211 (Commercial Banking)

SPECIAL FEATURES: INDUSTRY

9/9/15 (Item 2 from file: 16)  
DIALOG(R)File 16:Gale Group PROMT(R)  
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03021459 Supplier Number: 44104346

Selected subsidiaries: OB Heller

Svet Hospodarstvi, ps3

Sept 17, 1993

ISSN: 0322-7987

Language: English Record Type: Abstract

Document Type: Magazine/Journal; Trade

ABSTRACT:

Ceskoslovenska obchodni banka (CSOB) (Czech Republic), Czechoslovak Commercial Bank, has a 40% stake in OB Heller (Prague, Czech Republic). Other shareholders are VB Heller Bank (Salzburg, Austria), through which OB Heller is connected to the international Heller **factoring network**, and International Finance Corporation (Washington, US). The company specialises in factoring, financing and the collection of short-term **receivables**.

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PUBLISHER NAME: Svet Hospodarstvi

COMPANY NAMES: \*Czechoslovak Commercial Bank; International Finance Corp.; OB Heller; VB Heller Bank

EVENT NAMES: \*120 (Organizational history); 140 (Parent-to-subsidiary activities)

GEOGRAPHIC NAMES: \*4E0EE (Eastern Europe); 1USA (United States)

PRODUCT NAMES: \*6020233 (Business Factoring)

INDUSTRY NAMES: BUSN (Any type of business); INTL (Business, International)

NAICS CODES: 52211 (Commercial Banking)

SPECIAL FEATURES: COMPANY

13/9/13 (Item 2 from file: 610)  
DIALOG(R) File 610:Business Wire  
(c) 2001 Business Wire. All rts. reserv.

00354655 20000831244B0180 (THIS IS THE FULLTEXT)  
**CIT and BtoBapparel.com Create Strategic Alliance**  
Business Wire  
Thursday, August 31, 2000 10:59 EDT  
JOURNAL CODE: BW LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT  
DOCUMENT TYPE: NEWSWIRE  
WORD COUNT: 503

TEXT:

NEW YORK, Aug 31, 2000 (BUSINESS WIRE) - CIT Strengthens Its Position in the Apparel E-Commerce Arena

CIT Commercial Services, the nation's largest provider of factoring services, today announced a strategic alliance with BtoBapparel.com, a California based Internet business-to-business marketplace for the apparel industry. Under the agreement, CIT will provide factoring and financing services to apparel buyers and sellers via the BtoBapparel Web site. CIT will issue lines of credit to buyers to purchase goods on the BtoBapparel site, and at the same time provide credit protection to the sellers. CIT will assume the buyer's financial ability to pay its debts on all approved orders through the Web site.

Online factoring services have become vital in the apparel industry and having a trusted partner is extremely important," said Jae Cho, President and CEO of BtoBapparel.com. "As the largest provider of factoring services in the nation, CIT's reputation within the industry coupled with the wide array of financial services it offers will prove an invaluable resource to our members."

"Our alliance with BtoBapparel brings CIT closer to our goal of becoming the premier provider of factoring services on the Web," said John F. Daly, President of CIT Commercial Services. "BtoBapparel has developed a comprehensive and secure marketplace where CIT can provide buyers with increased purchasing power, while at the same time, provide sellers with the security that they will get paid on all approved orders."

BtoBapparel.com's electronic apparel marketplace provides its members with a full range of services from product presentation and selection to payment management, factoring and order invoicing. It also provides a transaction management tool for order placement, negotiation, and confirmation and an account management tool for tracking invoices, shipments, and payments. Through its alliance with CIT, BtoBapparel will be able to support transactions on its web site by giving its member companies the financial security to expand their sourcing and selling relationships.

About CIT

CIT Commercial Services is the nation's largest provider of factoring, accounts receivable management and lending services. It is a unit of CIT Commercial Finance, one of six operating groups of The CIT Group, Inc. (NYSE: CIT; TSE: CIT.U). Founded in 1908 and with over \$50 billion in total managed assets, CIT is one of the nation's largest commercial and consumer finance organizations. For more information, visit the company's web site at [www.cit.com](http://www.cit.com).

## About BtoBapparel.com

BtoBapparel.com is an Internet-based business-to-business marketplace for the global apparel industry. Using BtoBapparel.com, apparel companies at all levels in the vertical supply chain will be able to simplify, streamline, and speed up the process of buying and selling -- all in real-time and in a secure Internet environment, right from their desktops. Founded in spring 2000, BtoBapparel.com is based on a patent-pending transaction platform that offers a full range of services to both buyers and sellers of apparel. For more information, please visit [www.BtoBapparel.com](http://www.BtoBapparel.com)

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URL: <http://www.businesswire.com>

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COMPANY NAMES: cit group, inc. (the); CIT GROUP INC; CIT GROUP/COMMERCIAL SERVICES INC; CIT GROUP/COMMERCIAL SERVICES; DAI ICHI KANGYO BANK LTD  
GEOGRAPHIC NAMES: NEW YORK; AMERICAS; NORTH AMERICA; USA  
INDUSTRY NAMES: CLOTHING; INTERNET; JOINT VENTURES; TEXTILES;  
COMMUNICATIONS TECHNOLOGIES; COMPUTERS; CORPORATE  
EVENT NAMES: CONTRACTS AND ORDERS; JOINT VENTURES

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DIALOG(R)File 621:Gale Group New Prod.Annou. (R)  
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02888232 Supplier Number: 74629918 (THIS IS THE FULLTEXT)  
Crescent State Bank Becomes eRevenue's First Jack Henry Customer.

PR Newswire, p7938

May 17, 2001

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 471

### TEXT:

ATLANTA, May 17 /PRNewswire/ --  
eRevenue, Inc. announced this week that Crescent State Bank (OTC Bulletin Board: CSCB.OB) is the first Jack Henry & Associates Inc. (Nasdaq: JKHY) customer to subscribe to the eRev(TM) system. eRev(TM) software manages Transaction Based Financing operations which include traditional Factoring, Accounts Receivable, Collections, and Credit Insurance. Crescent State will use the eRevenue application to expand product offerings to their Small to Medium Enterprise banking clients and realize additional income through non-interest fee revenue.

George Hoffman, CEO of eRevenue stated, "We are pleased that our partnership with Jack Henry has yielded results so quickly. We anticipate a rapid adoption of our product throughout the JHA clientele because it requires no additional hardware, no on-site installation and no up-front fees. We will be working closely with the JHA sales force in introducing this revenue generating product to their customers. We believe banks will

be quick to recognize, as Crescent State has, the opportunity to provide small business customers a valuable service while simultaneously increasing the bank's fee based income."

Crescent State Bank is a community bank headquartered in Cary, North Carolina with over \$108 million in total assets and four branches in Cary, Apex, and Clayton, North Carolina. Choosing the eRevenue system is part of Crescent State's aggressive long-term plan for growth and increasing its market share in Wake and Johnston counties.

According to Mike Carlton, President of Crescent State Bank, "eRevenue has the only factoring solution that allows us to develop an entirely new product offering with exceptional returns, no up-front investment and minimal operational staff requirements."

Crescent State Bank, as well as future Jack Henry clients, can improve operational efficiency for **factoring** with **internet** -enabled eRev(TM) functionality. These features include electronic invoice processing, automated invoice verification, real-time portfolio management, and auto- posting from Lockbox files.

#### About Crescent State Bank

Founded in 1998, Cary, NC-based Crescent State Bank operates three branches in Cary and Apex, NC. It offers personal and commercial banking services along with state-of-the-art online banking services. Crescent State Bank is a member FDIC and an Equal Housing Lender. Its stock can be found on the NASDAQ Electronic Bulletin Board trading under the symbol CSCB. For more information, visit the website at [www.crescentstatebank.com](http://www.crescentstatebank.com)

#### About eRevenue, Inc.

eRevenue, Inc. is a privately held software company specializing in Transaction Based Financing efficiencies generating incremental revenue for community banks, domestic and international financial institutions. For more information visit [www.erevenue.com](http://www.erevenue.com) or contact our corporate headquarters in Atlanta, GA.

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INDUSTRY NAMES: BUS (Business, General); BUSN (Any type of business)

SIC CODES: 7372 (Prepackaged software)

NAICS CODES: 51121 (Software Publishers)

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13/9/22 (Item 1 from file: 20)

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14438107 (THIS IS THE FULLTEXT)

Local Broadband Users to Soar 50-Fold by 2005

TAIWAN ECONOMIC NEWS

December 28, 2000

JOURNAL CODE: WTEN LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 1220

By KEN LIU The number of broadband Internet subscribers in Taiwan will skyrocket 50-fold by 2005, according to a recent report released by the Ministry of Transportation and Communications (MOTC). At that time, broadband subscribers will represent half of the island's total Internet users

The paper predicts that the asymmetrical digital subscriber line (ADSL) will become the mainstream tool for broadband Internet access within five years, by which time the state-run Chunghwa Telecom Co. (Taiwan's biggest fixed-network communications provider) will have completed an ADSL

network reaching 97% of the island. ADSL is a family of technologies used to deliver high-speed digital data over existing local loops. It has achieved one-rates of 6 megabits (Mbps) per second downstream, from the central office to the subscriber, and 640 kilobits per second (Kbps) upstream

Chunghwa Telecom, along with three new fixed-network services (Taiwan Fixed Network Co., New Century InfoComm Co., and Eastern Broadband Telecommunications Co.) and the island's major Internet service providers, are expected to boost the island's total bandwidth 13-fold in five years. This will allow subscribers to be connected to the Internet 100 times more efficiently than is possible with the current telephone dial-up connection

HiNet, one of the major Internet service providers (ISPs), note that the number of ADSL subscribers has been rising at the staggering rate of 300% per month, thereby keeping bandwidth in a state of constant shortage. HiNet's parent company, Chunghwa Telecom, plans to expand its bandwidth above 1.5 gigabits per second (Gbps) in the first half of next year and install a synchronous transmission module-4 class (STM-4) submarine cable, which delivers data at 662.08 Mbps, in the second half. Chunghwa wants to have an STM-12 class cable within two years

Compared with the previous three months, applications for the company's ADSL service rose 250% in the three months ending August 2000. Chunghwa expects the number of subscribers to top 20,000 by the end of the year

SeedNet, another large domestic ISP, signed up at least 7,000 ADSL subscribers during the same months, and it also forecasts more than 20,000 by the end of the year. Next year it expects to have 80,000 subscribers. The company's president, W.C. Chen, estimates that local broadband subscribers will number over 500,000 by the end of next year, with ADSL subscribers accounting for over 60%

To grab a bigger share of the ADSL market, both HiNet and SeedNet have recently begun offering online medical and game services

The MOTC believes that the rapid development of the island's broadband Internet network over the next five years will boost the development of Internet-related businesses, including content providers, suppliers of broadband networking gear, and even entertainment media. The ministry thinks that broadband Internet access will be one of the three industries that will enjoy the fastest growth in the near future, along with opto-electronics and telecommunications

The ministry also states, however, that broadband access fees will have to be shaved by at least 50% over the next five years, noting that local charges are now almost 50 times those in the United States because of Taiwan's relatively small market and late entry into broadband

A senior HiNet executive points out that even the cheapest ADSL circuit charge, which normally accounts for 60% of the total ADSL service charge package, still costs domestic subscribers NT\$999 to NT\$1,100 (US\$30.27 to US\$36.33 at NTE33:US\$1) per month, or around NT\$12,000 (US\$363.63) per year. The executive notes that the high level of these fees leave ample room for reductions

In addition to prices, says S.B. Ko, chairman of a local broadband technology and application association, the key to success also depends on whether providers can offer new applications. "Taiwan has established a sound broadband environment," he explains, "with well-established cable modem, ADSL, set-top box, and microwave technologies. But its broadband providers are still lagging in their progress and failing to present new applications." (Dec. 2000) Chailease Forms Factoring Alliance With Hua Nan Bank By BEN SHEN Chailease Finance Co., Taiwan's top leasing company, signed an agreement on Dec. 5 with Hua Nan Bank to expand its international factoring business. Chailease chairman Chien Mo-na and Hua Nan president Hsu Te-nan inked the agreement in Taipei. Chien is also the head of the executive committee of the Netherlands-based Factoring Chain International (FCI). The partnership was facilitated by the long business relationship between the two companies. Since its establishment in 1977, Chailease has depended on Hua Nan for financing in its leasing business. Mutual gain is another sealing factor, since Hua Nan has no factoring experience and has no desire to re-invent the wheel, says Hsu "The cooperative agreement with Chailease will help us attract new customers," Hsu notes. "Also, our lending to domestic exporters who rely on open-account trade will be secured because Chailease will assume the risk through its international

factoring business." Chailease is equally roseate about the union, describing it as a "win-win-win" deal for Hua Nan, domestic exporters, and itself

Oiling the Wheels of Trade International factors are important players in the world of international trade. Traders sell (or pledge) their **accounts receivable** to financiers (factors) at a discount, and then the factors take on the responsibility of collection. The volume of credit transactions has increased along with the growth of international trade, and international factors facilitate the process of import and export by reducing credit and financing uncertainties for buyers and sellers alike

For exporters, factoring is increasingly seen as an effective instrument for minimizing exposure to buyers' credit risk, and an efficient way of financing and managing receivables. For importers, factors help arrange financing, enhance credit worthiness, and thereby speed up the import process

International factors also provide short-term financing, undertake buyer's credit risk, manage receivables, collect payment, and provide market information and consulting services to help resolve international business disputes

Chien notes international trade finance today is dominated by open account, replacing conventional letters of credit. "We chose to partner with Hua Nan to expand our professional services and thus meet international trade trends and the needs of domestic exporters," Chien says

Growth Business According to statistics compiled by the Central Bank of China, the ratio of open-account trade to overall exports reached 77.2% in the first 10 months of this year, an increase of 24.7 percentage points from the corresponding period of the previous year

Chailease is currently involved in leasing, installment sales, and factoring services. To better serve overseas Chinese customers, it has set up foreign subsidiaries in the U.S., Thailand, and the Philippines

Chailease is the only company in Taiwan that is a full FCI member. Despite fierce competition, it still maintained the top position in Taiwan's international factoring market in 1999, with US\$505 million in accounts handled, 14.4% more than the year earlier. In the same comparison period, the company's domestic factoring business grew from NT\$22.4 billion (US\$678.78 million at US\$1:NT\$33) to NT\$25.8 billion (US\$781.81 million), up 15%

Over the past year, Chailease has been promoting **electronic factoring**. Company executives say that e-factoring will streamline processing procedures for exporters and importers. Chailease will also cooperate with more banks in promoting the e-factoring business, which is expected to increase loans to corporations and cut the ratio of bad loans. The system will also enable Chailease to provide integrated risk management services. (Dec. 2000) THE TAIWAN ECONOMIC NEWS THURSDAY, DECEMBER 28, 2000

35

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COMPANY NAMES: Chunghwa Telecom Co Ltd; Network Communications

DESCRIPTORS: Government News

COUNTRY NAMES/CODES: Taiwan (TW)

REGIONS: Asia; Far East; Pacific Rim

SIC CODES/DESCRIPTIONS: 4810 (Telephone Communications); 9621 (Regulation Administration of Transportation)

NAICS CODES/DESCRIPTIONS: 5133 (Telecommunications); 92612 (Regulation & Admin of Transportation Programs)

13/9/23 (Item 2 from file: 20)

DIALOG(R)File 20:World Reporter

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14292146 (THIS IS THE FULLTEXT)

Banks Eye NT\$100 billion Factoring Market

TAIWAN ECONOMIC NEWS

October 11, 2000

JOURNAL CODE: WTEN LANGUAGE: English RECORD TYPE: FULLTEXT

By BEN SHEN Commercial banks here are flocking into Taiwan's factoring market, which analysts estimate is worth over NT\$100 billion (US\$3.22 billion at US\$1:NT\$31) a year and growing at breakneck speed. SinoPac Bank, one of the more aggressive entrants in the line, handled more than NT\$22 billion (US\$709.67 million) in such transactions last year, with international transactions accounting for US\$500 million of the total. Other banks with factoring operations include Chinatrust Commercial Bank, Ta Jong Commercial Banking Corp., and Far Eastern International Bank

Factoring, a service that allows traders to sell their accounts receivable for ready cash, is usually used for open-account transactions and other payment methods where there is a risk of payment default. The business has boomed in recent years with the declining use of letter-of-credits--a secure mechanism of payment that obviates the need for risk hedging. In addition to offering **assurances** of payment, factors grease the wheels of international trade by expediting payments to sellers and adding to the financing options available to buyers. Exporters also find factoring services to be an efficient way to obtain financing and manage **accounts receivable**. For importers, factors can help arrange necessary financing and enhance the buyers' credit-worthiness

According to a recent survey conducted by the Central Bank of China, open accounts have replaced letters of credit as the main means of trade financing in Taiwan. Non-L/C trading accounted for 78% of the island's total export value last year, up 16.7 percentage points over the previous year. Most of this trading was done through open accounts

With their L/C business in decline, commercial banks here have been aggressively expanding into the factoring line. Leasing companies in Taiwan have also been active in the market since 1995, when the government first allowed them to provide factoring services. These companies have targeted firms in the construction, advertising, and software industries, which have traditionally faced difficulty in obtaining credit through traditional financing channels. High-tech businesses, which account for much of Taiwan's export value, have been among the biggest users of factoring services, given the high risk of payment default in their industry. E-factoring One of the latest trends in the **factoring** business is the move to **electronic** transactions. Leasing companies and banks here have both embraced this development, launching e-factoring services in cooperation with e-commerce solution providers

One such venture inked last year brought together Chailease Finance Co., an arm of the Koo's Group and Taiwan's leading capital leasing firm, and the Universal Business Exchange Ltd. (BeXcom), a developer of business-to-business (B2B) Internet trading solutions for global e-commerce. Chailease has been offering factoring services for over a decade, with a focus on open-account trading. The company also helps companies in the areas of debt collection, risk sharing, and trade dispute settlement. Over the past 15 years, Chailease has cooperated with Factor Chain International (FCI) in cutting risks for domestic exporters. During that time, it has helped exporters reclaim more than NT\$100 million (US\$3.22 million) in bad-account losses. Taiwan exporters lose more than US\$100 million due to payment default each year due to their high reliance on open-account transactions. Streamlining Trade Processes Like Chailease, SinoPac sees a bright future in **online factoring**. In June this year, SinoPac formed an alliance with TradeCard Inc., an **Internet** trading **network**, to put its **factoring** business on the **web**

TradeCard, headquartered in New York City with offices in Hong Kong and Taipei, provides business-to-business (B2B) e-commerce platforms that enable companies to securely conduct and settle international trade transactions over the Internet. By aggregating buyers, sellers and disparate trade service providers, the platform automates and streamlines international trade transactions. "The success of corporate financial networks depends on the smooth flow of cash, material, and information," says SinoPac vice president Chen Po-tsang. "It is easy to provide a B2B e-commerce service, but many of the B2B platforms in Taiwan bog down at the level of cash flow and material flow," he says. SinoPac handled NT\$35 billion (US\$1.13 billion) in factoring transactions in the first seven months of this year. It expects the figure to swell to more than NT\$50 billion (US\$1.61 billion) by year-end, Chen says. Chinatrust Commercial

Bank has also teamed up with TradeCard to provide multi-country financing services to TradeCard members in Taiwan, Hong Kong and the United States. The two firms signed a cooperation agreement on Aug. 15

Through TradeCard's online network, members can initiate, conduct, and settle transactions 24 hours a day, seven days a week. TradeCard members can now access financing services from Chinatrust directly through the TradeCard network, further automating the processing of financial transactions at the bank

"We aim to provide our customers with the best e-commerce strategies available so they can more efficiently and profitably conduct business," says Chinatrust vice president James J. Hsiu. "Chinatrust's alliance with TradeCard helps us meet this goal by making it easier, faster and more cost-effective for the Taiwanese trading community to do business globally. We are particularly pleased to be TradeCard's banking partners to extend this service to the Hong Kong and U.S. trading communities as well." Kurt Cavano, TradeCard chairman and CEO, says that Chinatrust will help his firm fulfill the needs of importers and exporters in the U.S., Hong Kong and Taiwan who do business in each other's countries. "TradeCard provides the network that allow traders to realize greater trading efficiencies, and Chinatrust provides the financing that many traders require to make their transactions possible. The partnership will provide these traders with more efficient, easy-to-use online transaction tools." (Sept. 2000) Local Industries Slammed by Oil Price Hikes By BEN SHEN With the international crude oil price soaring to over US\$36 per barrel, the state-run Chinese Petroleum Corp. (CPC) announced on Sept. 19 that it would raise the prices of various petroleum products, including gasoline, diesel oil, liquefied natural gas (LNG), and liquefied petroleum gas (LPG)

Manufacturers, airlines, and other heavy consumers of petroleum goods are scrambling to assess the impact of the hikes on their operating costs and planning measures in response

Manufacturing Costs Head North Some sectors are expected to be hit worse than others. Domestic glass and tile makers are bracing for a 10% rise in production costs in the fourth quarter. Production costs in the industry have already swelled 13.4% since the beginning of this year due to the rising prices of LPG and LNG. The price of cement could also climb if producers decide to pass on fuel-related transportation costs increases

The ceramics industry will also feel the pinch from the higher price of LPG. "LPG accounts for about 20% of our total production costs," Liu Mei-chi, financial manager of United Ceramics Co., says. "The rising price of crude oil will increase our production costs and reduce our profit margin this year." The higher costs cannot be passed onto buyers in the short-term, Liu says

The impact of skyrocketing oil costs will be felt even more directly on basic petrochemical materials, such as light oil, ethylene, and propylene. Taiwan Polypropylene Corp. has decided to boost the export price of its polypropylene by US\$20 per metric ton, and polyethylene by between US\$5 and US\$10 per metric ton. Some domestic refineries believe crude oil prices will continue to rise to US\$40 per barrel in the fourth quarter--traditionally the peak demand period for heating oil and LNG. No Windfall for Refiners While oil exporters are reaping windfall profits from the spiraling cost of crude, local refineries fear that rising costs could knock the wind out of an already flagging market for finished petroleum goods in Taiwan. The downward spiral, says Formosa Plastics Corp. (FPC), Taiwan's largest petrochemical firm, is driven in part by the exodus of plastic processing firms to mainland China, where production costs are far lower than in Taiwan. Costly oil will also trickle down to the textile industry as petrochemical inputs for synthetic fibers rise. Producers here are closely watching their rivals in mainland China, South Korea, and Indonesia to decide whether to pass the increased costs on to their buyers

Automakers expect the impact of higher oil prices to be felt most acutely in lower demand for new cars

Food Costs Rise Consumers could also feel the oil price hikes at the supermarket checkout counter

Manufacturers of edible oil expect their production costs to climb by an average of NT\$4 million (US\$129,032 at US\$1:NT\$31) per month due to a doubling of the price of fuel oil. Uni-President Enterprises Corp., Taiwan's No.1 food group, and Hey-Song Corp., a producer of carbonated drinks, though, say they have no intention at the moment of offsetting

higher fuel costs by raising prices. Hey-Song says that fuel oil accounts for less than 10% of its total production costs

Higher gas bills could also push Taiwan's struggling airlines further into the red. The hike comes at an especially bad time for TransAsia Airways and Uni Airlines, which have both lost money this year. Among domestic airlines, only Far East Air Transport Corp. is confident that it will end the year profitably, despite the increased cost of aviation fuel

Import-driven Inflation The steady rise in crude oil prices over the past year has raised the specter of import-driven inflation, especially in the commodity and housing markets, warns Chuang Meng-han, a professor at Tamkang University

Still, Chuang admits that Taiwan is better prepared to absorb higher oil prices than it was during the oil crises of the 1970s, when domestic commodity and housing prices shot up. Dramatic changes in the domestic real estate industry, he says, have kept housing inflation at a safe level. Oversupply has also damped real estate prices. (Oct. 2000) THE TAIWAN ECONOMIC NEWS WEDNESDAY, OCTOBER 11, 2000 28

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COMPANY NAMES: Bank One Corp; Bank Sinopac; Far Eastern International Bank

DESCRIPTORS: Imports & Exports; Company News; Foreign Trade; Economic News

COUNTRY NAMES/CODES: Taiwan (TW)

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NAICS CODES/DESCRIPTIONS: 52 (Finance & Insurance); 52211 (Commercial Banking)

13/9/24 (Item 3 from file: 20)

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Chailease Launches Electronic Factoring

TAIWAN ECONOMIC NEWS

January 25, 2000

JOURNAL CODE: WTEN LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 1225

The Chailease Finance Co., an arm of the Koo's Group and Taiwan's leading leasing firm, signed an agreement with Universal Business Exchange Ltd. (UBEXCO) on Dec. 23 for the joint development of the **electronic factoring** (e- factoring) services for domestic businesses.

UBEXCO itself is a joint venture between the Koo's Group and Singapore-based bex.com pte Ltd. It is aimed at introducing the electronic transaction hub to industry leaders in Taiwan and the Greater China area as a means of improving their operating efficiency within the global electronic trading environment. Through such facilities, large numbers of Taiwan companies are expected to be trading with each other on the Internet in the near future.

Following the signing of the agreement with UBEXCO, Chailease held a presentation for more than 200 representatives from export-oriented enterprises on the island as well as such VIP guests as Steven Wu, chief secretary of the Medium and Small Business Administration of the Ministry of Economic Affairs; Hsieh Chao-uang, manager of the International Department of Chinfon Commercial Bank; and Frank P.Y. Lin, deputy president of the Chinatrust Commercial Bank. E-factoring is just part of Chailease's overall strategy for the development of e-commerce services. The leasing firm has been offering factoring services for a dozen years already, providing assistance to companies in Taiwan in the areas of debt collection, the sharing of business risks, and the settling of trade disputes.

Company executives say that e-factoring will streamline processing

procedures for exporters and importers. Chailease will also cooperate with banks in promoting the e-factoring business, which is expected to increase loans to corporations and cut the ratio of bad loans.

#### Holding the Lead

Company executives believe that e-factoring will boost their volume of business by more than 30% and help them maintain their leadership in export financing.

According to a survey conducted by the Central Bank of China, open accounts have replaced letters of credit as the main means of import-export financing in Taiwan. Non-L/C trading accounted for 78.3% of the island's total export value in the first 10 months of last year, up 16.7 percentage points over the same period of 1998. Most of this trading was done through open accounts. "We've been providing factoring services, concentrating on open-account trading, to domestic and foreign companies for the past decade," comments Chailease chairman Chien Mo-nan. "As a trailblazer in the factoring business we've noticed the promising prospects of e-commerce, and that's why we decided to cooperate with UBEXCO in setting up the world's first comprehensive business-to-business e-commerce service." A new website has been set up to promote this operation: <http://www.factoring.com.tw>.

International factors are important players in the world of international trade. Traders sell (or pledge) their **accounts receivable** to financiers (factors) at a discount, and then the financiers (factors) take upon themselves the responsibility of collection. The volume of credit transactions has increased along with the growth of international trade, and international factors facilitate the process of import and export by reducing credit and financing uncertainties for buyers and sellers alike.

For exporters, factoring is increasingly seen as an effective instrument for minimizing exposure to buyers' credit risk, and an efficient way of financing and managing receivables. For importers, factors help arrange financing, enhance creditworthiness, and thereby speed up the import process.

#### Accelerating E-commerce

UBEXCO was set up only last March. Since then, reports Mark M.S. Shieh, its executive vice president, "We assisted Wyse Technology Taiwan Co., Aurora Corp., Tatung Co., and Chailease Finance Co. in setting up e-commerce management systems. In this new year, we will continue to set up vertical marketplace mechanisms for various industries in Taiwan. By utilizing the valuable operating know-how of entrepreneurs from various industries, we will continue to cooperate with leading firms in various business sectors in expanding the e-commerce network. We aim to speed up the pace of e-commerce operations for domestic industries, and thus help promote Taiwan's overall competitiveness. "By utilizing advanced on-line business features such as catalogs, requests for quotations, purchase order negotiation, shipping management, and network banking, companies can quickly and accurately interact with their business partners on-line."

With most of their international trade being carried out through open accounts, Taiwan exporters have had to bear more than US\$100 million worth of bad accounts every year. Over the past 14 years Chailease has cooperated with Factor Chain International (FCI) in cutting risks for domestic exporters, and during that time has helped them reclaim more than NT\$100 million (US\$3.125 million at NT\$32: US\$1) in bad-account losses.

According to statistics filed by FCI, for four consecutive years, up to October 1999, Chailease has been the organization's No. 1 full member in terms of amount of export-based international financing. FCI is headquartered in Amsterdam and currently has 120 full members from 40 countries. During a visit to Taiwan on Sept. 9 last year, FCI secretary general Jeroen Kohnstamm noted that Taiwan was No. 1 in Asia, and among the top 10 in the world, in terms of amount of international factoring in 1999.

The cooperative venture with UBEXCO will integrate exporters' shipment and invoice systems with Chailease's e-factoring system and account management checking system, the FCI's global account transfer system, and importers' payment system. The establishment of this integrated system will enable complicated international factoring operations to be completed by pressing keys on a computer keyboard.

"We specialize in providing e-commerce services and e-commerce consulting for various industries in Taiwan," comments UBEXCO's Mark Shieh. "With the launch of the cooperative agreement with Chailease, we'll provide real-time e-commerce services for international factoring and help

Chailease set up a global **electronic factoring** management system."

Global Access

This arrangement, Shieh says, will help give domestic industries an insight into the importance of the e-commerce system. "It will also demonstrate that we are capable of setting up custom-made e-commerce systems for specific industries," he continues. "Domestic industries will be able to access the global virtual market through our global web network."

To strengthen its services to overseas Chinese firms, Chailease will set up bases in Hong Kong, mainland China, Silicon Valley, and Southeast Asia. Through their connection with the Chailease factoring service system in Taiwan, these bases will constitute an international **factoring network** for overseas Chinese companies.

In the middle of last month, UBEXCO helped Chinatrust Commercial Bank, another arm of the Koo's Group, enter the business-to-customer e-commerce business by providing services to its more than two million credit card holders. Its e-commerce framework has enabled Chinatrust to become the cash-flow center of the Koo's Group.

Chinatrust is the first Taiwan bank to set up a mobile banking business; it acts (with the assistance of UBEXCO) as the liquidating bank for the Koo's Group's e-commerce service; and, in the near future, it will set up personal websites offering banking information to major customers.

"The Aurora Group, Tatung Group, and Wyse Technology have already used Chinatrust's network banking services, and as a consequence have used other services of the bank as well," says Chung Lung-chi, another Chinatrust deputy president. "I expect that our e-commerce service will help us attract a growing number of new customers."

Chung goes on to note, "In the past, transactions between companies were handled by checks. By opening an account with Chinatrust, companies can now process their transactions over the Internet; and, by acting as middleman, Chinatrust can boost its rediscount and lending business and increase its deposits as well."

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DESCRIPTORS: Government News; Joint Ventures; Strategy; Company News; New Products & Services; Marketing

COUNTRY NAMES/CODES: China (CN) ; Singapore (SG) ; Taiwan (TW)

REGIONS: Asia; Far East; South East Asia; Pacific Rim

15/5/2 (Item 2 from file: 347)  
DIALOG(R) File 347:JAPIO  
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06596177 \*\*Image available\*\*  
BATCH **FACTORING** DEVICE

PUB. NO.: 2000-181974 [JP 2000181974 A]  
PUBLISHED: June 30, 2000 (20000630)  
INVENTOR(s): ISHIOKA HISAKAZU  
APPLICANT(s): SAKURA BANK LTD  
APPL. NO.: 10-354095 [JP 98354095]  
FILED: December 14, 1998 (19981214)  
INTL CLASS: G06F-019/00

ABSTRACT

PROBLEM TO BE SOLVED: To provide a batch **factoring** device capable of a real time balance inquiry and pre-fixed-date payment reservation.

SOLUTION: This device is provided with a transfer credit data generation part 17 for registering credit information transferred from a contractor 2 to a transfer object credit table 8' and a credit information reading/updating part 16 for taking out the balance information of credit payable before a fixed date from the transfer object credit table 8 and transmitting it to the terminal equipment of a creditor together with an interface for displaying the balance information on the terminal equipment 5b of the contractor 2. The interface is provided with the input columns of a payment desired money amount and a payment desired date and further, it is provided with a payment execution part 19 for receiving the information of the pre-fixed-date payment desired money amount and the payment desired date inputted through the interface, registering them in a pre-fixed-date payment execution table 11 and executing pre-fixed-date payment based on the pre-payment execution table 11.

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15/5/3 (Item 3 from file: 347)  
DIALOG(R) File 347:JAPIO  
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06154719 \*\*Image available\*\*  
FLOTATION PROCESSING SYSTEM OF ACCOUNTS RECEIVABLE

PUB. NO.: 11-096262 [JP 11096262 A]  
PUBLISHED: April 09, 1999 (19990409)  
INVENTOR(s): KUBO JIYUNYA  
APPLICANT(s): THE ASAHI BANK LTD  
APPL. NO.: 09-259737 [JP 97259737]  
FILED: September 25, 1997 (19970925)  
INTL CLASS: G06F-019/00 ; G06F-017/60

ABSTRACT

PROBLEM TO BE SOLVED: To provide a system capable of taking in **factoring** technique and realizing partial discount service, automatic discount service and an endorsed note function.

SOLUTION: Information to discriminate a payer is registered in a corporate information database 51. Information regarding accounts receivable is stored in a credit information database 52. Information regarding the execution of a discount request is stored in a discount information database 53. Whenever the information regarding the discount request is inputted, a processing of judge the presence/absence of an error by comparing the information to discriminate the payer in the inputted information with the information to discriminate the payer registered in the corporate information database 51 and a processing to specify discounted credit and a discounted amount by using at least the information to specify a discounted and requested amount in the inputted information

and the information to indicate a discountable amount in the accounts information database 52 and to register the discounted amount in the discount information database 53 are executed by a data processor 1.

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15/5/4 (Item 4 from file: 347)  
DIALOG(R)File 347:JAPIO  
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06154704 \*\*Image available\*\*  
BATCH **FACTORING** DEVICE, CREDIT FLOATING DEVICE AND BATCH **FACTORING** SYSTEM

PUB. NO.: 11-096247 [JP 11096247 A]  
PUBLISHED: April 09, 1999 (19990409)  
INVENTOR(s): SEKI YUKITAKA  
MIZUTANI KIMIHIKO  
ICHISE HIDEAKI  
APPLICANT(s): CHUO TRUST & BANKING CO LTD  
APPL. NO.: 09-255620 [JP 97255620]  
FILED: September 19, 1997 (19970919)  
INTL CLASS: G06F-019/00

#### ABSTRACT

PROBLEM TO BE SOLVED: To timely raise money by the flotation of credit and to considerably reduce the burden of a business routine in performing **factoring**.

SOLUTION: A batch **factoring** device 5 is connected with a credit floating device 6 and raises money for purchasing credit receivable by floating the credit receivable, credit receivable data for which the flotation is required is continuously transmitted for the credit floating device 6, a credit flotation parameter regarding the credit receivable capable of being floated among the transmitted credit receivable data is received from the credit floating device 6, the credit receivable data for which time credit flotation is executed by the credit floating device 6 are erased based on the credit floating parameter and the credit receivable data for which the credit flotation is unexecuted are updated by the device.

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15/5/6 (Item 6 from file: 347)  
DIALOG(R)File 347:JAPIO  
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05795893 \*\*Image available\*\*  
**FACTORING** INFORMATION PROCESSING SYSTEM

PUB. NO.: 10-078993 [JP 10078993 A]  
PUBLISHED: March 24, 1998 (19980324)  
INVENTOR(s): HIRAI SHIGERU  
APPLICANT(s): KOUGIN SYST KAIHATSU KK [000000] (A Japanese Company or Corporation), JP (Japan)  
APPL. NO.: 08-235035 [JP 96235035]  
FILED: September 05, 1996 (19960905)  
INTL CLASS: [6] G06F-019/00  
JAPIO CLASS: 45.4 (INFORMATION PROCESSING -- Computer Applications  
JAPIO KEYWORD: R102 (APPLIED ELECTRONICS -- Video Disk Recorders, VDR); R107 (INFORMATION PROCESSING -- OCR & OMR Optical Readers)

#### ABSTRACT

PROBLEM TO BE SOLVED: To always be ready for paying the charge to each deliverer corporation by securing the direct connection among a FAX-VAN(facsimile-value added net work), an electric communication circuit and a **factoring** support system for transfer of data.

SOLUTION: A **factoring** information processor 100 of a **factoring** company 4A is connected to the business hosts 10 of financial institutions 1A, 1B...1N via an electric communication circuit 40. A **factoring** information processor 100 is connected to the terminal units 30 of deliverer corporations 3A, 3B...3N via a FAX-VAN 200. Furthermore, the terminal unit of a system 20 of a purchaser corporation 2A is connected to the hosts 10 via the circuit 40. Then the processed and edited data are transferred between a facsimile equipment 30 and the processor 100 via the FAX-VAN 200. The processor 100 receives the obligation data to be assigned from the corporation 2A and performs the information processing related to the **factoring**.

15/5/10 (Item 3 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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013731747

WPI Acc No: 2001-215977/200122

**System and method for credit card factoring service - NoAbstract**

Patent Assignee: SOLUTIONWORKS CO LTD (SOLU-N)

Inventor: PARK E I

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
KR 2000054166	A	20000905	KR 200028196	A	20000524	200122 B

Priority Applications (No Type Date): KR 200028196 A 20000524

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes

KR 2000054166 A G06F-017/60

Title Terms: SYSTEM; METHOD; CREDIT; CARD; SERVICE; NOABSTRACT

Derwent Class: T01

International Patent Class (Main): G06F-017/60

File Segment: EPI

15/5/12 (Item 5 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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013329837 \*\*Image available\*\*

WPI Acc No: 2000-501776/200045

XRPX Acc No: N00-372042

**Batch factoring apparatus for account settlement in commercial transaction, transmits creditor's balance credit information to creditor and receives payment amount and date for payment from obligor**

Patent Assignee: SAKURA GINKO KK (SAKU-N)

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
JP 2000181974	A	20000630	JP 98354095	A	19981214	200045 B

Priority Applications (No Type Date): JP 98354095 A 19981214

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes

JP 2000181974 A 10 G06F-019/00

Abstract (Basic): JP 2000181974 A

NOVELTY - The balanced credit information of a creditor extracted from the transfer credit table (8) is transmitted to the creditor's terminal through an interface for display. Amount and date for payment are registered by the obligor in the payment execution table (9). Based on the balance credit data of the creditor, payment is performed and credit table is updated.

USE - For real time balance enquiry and settlement of accounts in commercial transaction.

ADVANTAGE - Efficiency of settlement of accounts is improved

greatly by batch **factoring** as payment failure is prevented. Real time balance inquiry and payment reservation are enabled.

DESCRIPTION OF DRAWING(S) - The figure shows the block diagram of batch **factoring** apparatus.

Credit table (8)

Execution table (9)

pp; 10 DwgNo 1/9

Title Terms: BATCH; APPARATUS; ACCOUNT; SETTLE; COMMERCIAL; TRANSACTION; TRANSMIT; BALANCE; CREDIT; INFORMATION; RECEIVE; PAY; AMOUNT; DATE; PAY

Derwent Class: T01

International Patent Class (Main): G06F-019/00

File Segment: EPI

15/5/16 (Item 9 from file: 350)

DIALOG(R) File 350:Derwent WPIX

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011830132 \*\*Image available\*\*

WPI Acc No: 1998-247042/199822

XRPX Acc No: N98-195732

Information processing system for factory - in which information regarding claims and settlement between factory is processed with respect to financial institution through telecommunication circuit and VAN

Patent Assignee: KOGIN SYSTEM KAIHATSU KK (KOGI-N)

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
JP 10078993	A	19980324	JP 96235035	A	19960905	199822 B

Priority Applications (No Type Date): JP 96235035 A 19960905

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
JP 10078993	A	11	G06F-019/00	

Abstract (Basic): JP 10078993 A

The system includes an information processor (100) installed in the factory which is connected with the host (10) of every financial institution through a telecommunication circuit (40). The information processor and the terminal (30) installed by each of the equipment suppliers are connected through VAN (200). The factory buys equipment, needed by different users, from the suppliers on credit basis and claims the value of equipment.

The information processor includes units for processing and communication control of the information pertaining to the **factoring** service. The exchange of data and processing of information regarding claims preferred and settlement of account are carried out through the telecommunication circuit and VAN.

USE - In settlement of accounts during goods transaction. ADVANTAGE - Enables equipment suppliers to transfer data using facsimile. Processes large volume of discount data quickly. Requires less man power. Has in-built safety features.

Dwg.1/12

Title Terms: INFORMATION; PROCESS; SYSTEM; FACTORY; INFORMATION; CLAIM; SETTLE; FACTORY; PROCESS; RESPECT; FINANCIAL; INSTITUTION; THROUGH; TELECOMMUNICATION; CIRCUIT; VAN

Derwent Class: T01

International Patent Class (Main): G06F-019/00

File Segment: EPI

02093535 63968212

**Who can you trust?**

King, Julia

Computerworld v34n46 PP: S10-S11 Nov 13, 2000 CODEN: CMPWAB ISSN:

0010-4841 JRNL CODE: COW

DOC TYPE: Periodical; Feature LANGUAGE: English RECORD TYPE: Fulltext

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**ABSTRACT:** Electronic marketplaces provide a fast, inexpensive and relatively easy way to introduce buyers to a whole new universe of suppliers, and vice versa. But in most cases, there is no guarantee those newfound contacts will deliver quality goods or pay their bills on time. That is one of the factors driving the proliferation of private digital exchanges.

**TEXT:** As competition builds, a growing number of online B2B marketplaces are scrambling to survive by adding services that reduce the risk of anonymity.

Ask Tom Stephens, executive vice president at Paschall Truck Lines Inc., about doing business on the Internet market -places, and he'll tell you about the Los Angeles-to-Floridabound load that paid for his firm never got paid for hauling.

The \$132 million Murray Ky.-based transport company "won" the new business on Netfreight.com, a now-defunct electronic marketplace whose Web site matched shippers with lowest-bid carriers.

"We picked up the load, delivered it and we billed the customer that Netfreight said to bill," Stephens recalls. "But the customer said the bill wasn't theirs."

To resolve the problem, Paschall went back to the marketplace, but Netfreight was out of business, and he was out several thousand dollars.

"It's a headache not knowing who the customer really is," Stephens says. Still, he adds, the Netfreight encounter hasn't soured him on online marketplaces.

"We'll do it again, but we'll become much more selective about who we deal with," he says.

Paschall's experience goes straight to the Achilles' heel of online marketplaces - the absence of trust.

It's true that electronic marketplaces provide a fast, inexpensive and relatively easy way to introduce buyers to a whole new universe of suppliers, and vice versa. But in most cases, there's no guarantee those newfound contacts will make for good business partners who will deliver quality goods or pay their bills on time.

That's one of the factors driving the proliferation of private digital exchanges, which electronically link a deliberately reduced number of key suppliers. Gartner Group Inc. in Stamford, Conn., estimates that some 30,000 private exchanges are in various stages of development, compared with some 600 public exchanges.

But several of Computerworld's Emerging Companies are introducing technology aimed at addressing security concerns and providing services to lure buyers to public marketplaces.

"To bring real value in an electronic marketplace, you have to offer more than just a place to shop," says Marty Gruhn, an analyst at Summit Strategies Inc. in Boston. "The future for marketplaces will be offering

services customers will pay for - things like escrow services, currency translation, credit and logistics services. The marketplace business isn't a transactions business. It's a services business."

## SOPHISTICATED

### SERVICES

Increasingly, public marketplaces seem to be heeding that message, adding services ranging from identity and credit verifications to field inspection of goods bought and sold sight unseen at electronic marketplaces.

Consider RetailExchange.com, a Boston-based electronic marketplace that links manufacturers and retailers. The exchange prequalifies buyers and sellers then matches them, but not via the traditional auction method. Instead, RetailExchange.com provides negotiation and channel management services that, among other things, establish up front the identity and creditworthiness of all parties.

For example, manufacturers can use the channel management service to stipulate which retailers to include in online negotiations for particular goods.

"The last thing a Tommy Hilfiger, which is selling their fall line through department stores, wants to see is the excess from the same line showing up two blocks away at a discount loft, so we have features to control their channels," explains Melissa Webster, vice president of strategic partnerships at RetailExchange.com. "It's critical to our value proposition - especially to sellers - to identify our members."

RetailExchange.com, which has 4,500 members and has traded about \$20 million in goods since its launch in February, also offers credit protection to sellers through a partnership with New York-based CIT Commercial Services Group Inc. For an extra fee, CIT essentially **buys a seller's accounts receivables**, guaranteeing to pay the **seller** if an **online** buyer doesn't pay up.

Round Rock, Texas-based Dell Computer Corp.'s newly launched electronic marketplace, Dellmarketplace.com, goes a step beyond identifying buyers. It uses software embedded in the Dell marketplace to let suppliers differentiate how they market and sell their products to various buyers. The software is from Austin, Texas-based Enterprise Inc., an Emerging Companies winner.

For example, an electronics supplier selling projectors on the exchange might feature product benefits such as "lightweight" and "high image quality" for a less-sophisticated buyer but display all of the technical specifications for a buyer who identifies himself as an engineer.

In addition to the market segmentation service, Dell plans to incorporate credit scoring and finance services into the marketplace. It will also offer systems integration services, such as helping suppliers create electronic catalogs. Eventually it will link regular trading partners' internal enterprise systems through the Dell marketplace.

"We believe the next phase will be interconnected business networks connecting internal processes within a business to each other - such as connecting the finance organization of one company to another's to do accounts payable and accounts receivable processing," says John Hampton, Dell's director of new ventures. "Our intention is to collaborate."

Until recently, collaborative commerce has been little more than a buzzword on the business-to-business conference circuit. But now a handful of Internet market makers are beginning to deliver on the promise of linking multiple businesses and processes through a central marketplace to do more than buy and sell.

Among these is San Franciscobased Bid.com Inc., which operates an electronic marketplace for companies in the building, engineering and real estate industries. The various companies use the marketplace's

collaborative tools and services to electronically manage large, commercial construction projects and to buy and sell materials and services.

San Francisco's Orchard Hotel is one of the exchange's more visible success stories. The building project, which came in two months ahead of schedule and earned the hotel an additional \$1 million in revenue by opening early, was managed entirely on Bid.com, with contractors, project managers, suppliers, engineers and architects exchanging plans and work orders, buying materials and scheduling deliveries on the electronic exchange.

"The building industry is a highly fragmented one, with lots of islands of technology," says Bid.com Chairman Daryl Magana. What Bid.com does is integrate those systems into a single Web-based platform, which Magana says can cut between 5% and 10% from project costs that run in the hundreds of millions of dollars.

#### MARKETPLACE MIDDLEMEN

But even as marketplaces add collaborative features and other services, it remains to be seen which will survive the shakeout that analysts predict will occur within the next two years.

According to Forrester Research Inc. in Cambridge, Mass., companies that use exchanges now trade about \$19 million in goods and services on one to two online exchanges. But by the end of next year, the average company will trade about \$49 million in goods over four exchanges.

One of the big issues for both buyers and sellers is how to choose from among the hundreds of electronic marketplaces springing up each month.

Users and analysts agree that nearly all companies will likely do business at multiple marketplaces, which means integrating their internal enterprise systems to several different exchanges using different technologies, data formats and protocols.

"We have 55,000 SKUs in our store, and those aren't being serviced by any one exchange," says Rolando deAguiar, president of e-commerce at Rocky Hill, Conn.-based Ames Department Stores Inc., which operates 460 retail stores in 19 states. "I think down the road the exchange business will go through a consolidation where you have two, three or four very robust exchanges that aggregate features and do most of the [technology integration work]. You'll see us gravitating toward those key players."

One such newcomer is Seattle-based Vitessa Corp., an Emerging Companies winner that provides content-oriented sites, such as online gaming or news Web sites, with all of the technology necessary to add e-commerce functions.

This would enable, say, an online gaming site with no e-commerce capabilities of its own to sell games without buying and stocking inventory plus building all of the necessary technology infrastructure, such as order management and fulfillment capabilities, to support product sales.

Gartner Group is forecasting the emergence of more so-called integration services marketplaces that will focus on links between trading partners.

"In order to survive, e-marketplaces must overcome increased operating costs and provide an extremely compelling reason for moving tightly integrated business processes to a marketplace," says Gartner analyst Carl Lenz.

So far, Lenz says, the complexity of enabling suppliers to participate in a marketplace has been overlooked, which has limited marketplace functionality and participation. But by 2005, more than 500,000 companies will participate in marketplaces as buyers or sellers or both, he says.

But which marketplaces those will be remains very much up in the air, as the ever-expanding number of industry consortia exchanges, new dot-com

players and integration marketplaces continue to jostle for position.

"We are 10 minutes into a 24hour poker game," says noted industry observer Jim Champy a regularly featured Computerworld columnist. "It's far too early in the game to determine the winners and losers."

THIS IS THE FULL-TEXT. Copyright Computerworld Inc. Nov 13, 2000  
GEOGRAPHIC NAMES: United States; US

DESCRIPTORS: Electronic procurement; Business to business commerce; Supply chains; Quality of service

CLASSIFICATION CODES: 5120 (CN=Purchasing); 5250 (CN=Telecommunications systems & Internet communications); 9190 (CN=United States)

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18/9/8 (Item 1 from file: 9)

DIALOG(R)File 9:Business & Industry(R)  
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03081765 (THIS IS THE FULLTEXT)

Receivables Trading Web Site Debuts

(Vercera LLC launched a commercial receivables trading site; B2B e-commerce is expected to be worth \$2.7 tril by 2004)

Web Finance, p N/A

March 19, 2001

DOCUMENT TYPE: Newsletter (United States)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 803

TEXT:

By Jerry Minkoff

A Web site for trading commercial receivables has been launched by Vercera LLC, offering both a marketplace in which companies can buy, sell and lend against commercial receivables as well as analytical and management tools.

Corporate financial professionals manage one of their company's biggest assets in accounts receivables, but up to now they haven't had access to the same tools that portfolio managers have, said Vercera CEO and co-founder Robert Comizio. The management tools on Vercera's site allow CFOs and corporate credit managers to take credit and risk measures, apply them to the invoices and receivables they hold and look at them as a portfolio.

The marketplace brings together servicing companies and buyers of commercial receivables, such as factors, commercial collection agencies and financial institutions, with companies interested in realizing cash from their receivables, Comizio said.

Commercial receivables can be an integral part of a company's balance sheet, and provide short-term financing when other sources are not available. "Better receivables management is a very cost-effective way to generate shareholder value," he added.

According to Comizio, many companies with a large accounts receivable balance don't want to have to manage credit issues associated with it. "That's a by-product of their core business," he said. Vercera, however, takes credit management as its core business. "If you can set up a way for companies to maintain their core competency and offload their non-core competency, we think you have a strong, viable market," Comizio said. Matt Sanders, e-business trade team analyst at Forrester Research, agreed that there is a role for financing business-to-business e-commerce. Forrester predicts that business-to-business e-commerce will reach \$2.7 trillion by 2004, all of which needs to have a financial transaction attached, Sanders said.

Support for the financial side has been thin, but companies like Vercera are "playing in that realm where there will be increased demand. We're shifting from concept to functionality," said Sanders.

Up to now, companies have been slow to move to online financial transactions if they have to radically change the way they do business. An exchange is more likely to succeed if it can recreate the existing model. "Companies aren't willing to remap their processes if they don't know there are going to be buyers or suppliers on the other end," Sanders said.

"The incremental introduction of more sophisticated processes that are only available through this new medium will become more and more possible," though the first step will be to get people using the basic features, Sanders said.

Vercera's site has features that can be useful whether or not users choose to utilize the receivables marketplace. They can enter their accounts receivable information on the site's database to create a portfolio, whether the items are offered for sale or not. In addition, when users manually input invoices, Vercera can generate otherwise unknown business ID numbers from the known account information.

Vercera provides several tools that enable users to analyze receivables they post to the site. Receivables are rated and arranged by forecasted risk assessment. In addition, the credit risk analysis function uses statistical modeling to analyze the probability of timely payment based on company credit information.

Users can then post receivables to the Vercera marketplace that represent an unacceptable risk before they become seriously delinquent. The "Bid Interests" page provides sellers with an overview of what registered buyers are currently looking for.

When selling **receivables** in the marketplace, sellers select to whom to send the posting from a filtered group of bidders based on the seller-set parameters in the Request For Bid. This **ensures** the highest quality buyers and controls the dissemination of information, the company said. Bidders also have access to analytical information. They can view a receivable's details, including the account debtor, the invoice and the bidding parameters set by the seller. Bidders also have access to the seller's Dun & Bradstreet credit information but the seller's identity remains anonymous until the transaction closes.

The ability to negotiate is built into Vercera's system. Clicking on the posting I.D. for a particular bid reveals to the seller any information that was submitted in the RFB and the bid details. The seller can choose to accept, decline or counteroffer the bid.

For their part, bidders can review, accept, decline or continue negotiation on a counteroffer. At each point in the negotiation, the appropriate parties are notified via e-mail.

Vercera collects a subscription fee from participants and receives a small percentage of each transaction. Partners on the buyer side include Bilateral Credit Corp., Commercial Collection Corp. and NACM of Arizona.

Comizio sees two trends that will encourage companies to increasingly rely on their receivables as a source of financing. The first is that banks will tighten credit standards. Second, the image of receivables financing is improving. "Some of the largest companies in the world sell their receivables to finance growth. What we're doing is bringing that capability to small and medium-sized companies," Comizio said.

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COMPANY NAMES: VERCERA LLC

INDUSTRY NAMES: Business services; Financial services; Securities  
PRODUCT NAMES: Security brokers, dealers, and flotation companies

(621000); Business services (730000)

CONCEPT TERMS: All company; All market information; All product and  
service information; Industry forecasts; Internet activity; Market size;  
Product introduction

GEOGRAPHIC NAMES: North America (NOAX); United States (USA)

18/9/14 (Item 3 from file: 610)

DIALOG(R)File 610:Business Wire

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00464297 20010215046B3049 (THIS IS THE FULLTEXT)

**CIT And 7thOnline in Alliance to Provide Financial Services to the Fashion Industry**

Business Wire

Thursday, February 15, 2001 14:08 EST

JOURNAL CODE: BW LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

DOCUMENT TYPE: NEWSWIRE

WORD COUNT: 520

TEXT:

NEW YORK, Feb 15, 2001 (BUSINESS WIRE) - CIT (NYSE: CIT; TSE: CIT.U), a leading global source for financing and leasing capital, and 7thOnline, a major B2B provider of web-based merchandising technology and services for the fashion industry, today announced an alliance to provide **online** credit protection and **receivables financing** to fashion industry vendors and retailers.

Under the agreement, CIT's Commercial Services unit will issue credit to buyers to purchase goods on the 7thOnline Web site and at the same time provide credit protection and receivables financing to the sellers.

According

to the credit protection program, CIT will assume the buyer's financial ability to pay its debts on all approved orders through 7thOnline's **Web** site.

Under the **receivables financing** program, CIT will offer advanced payment to the seller on a buyer's payment expected in the near future.

As the premiere B2B site in the fashion apparel sector, 7thOnline provides Web-based merchandising services to the global fashion industry. Explaining why the company chose to partner with CIT, CEO Max Ma said: "We turned to CIT

because they are the leader in providing financing to the fashion industry. This alliance will offer our customers real-time access to CIT's services, which will help simplify the financing component of the buying process," added

Ma.

"CIT is committed to supporting B2B e-commerce," said John F. Daly, president of CIT Commercial Services. "Partnering with 7thOnline will provide fashion industry vendors and retailers with financing for their on-line transactions.

As the retail industry shifts towards on-line procurement, we are putting our financial resources and broad range of services to work for the new economy," added Daly.

7thOnline's Web site is tailored for the fashion industry. Fashion vendors create secure online product showrooms that can be accessed by retailers to facilitate the entire merchandising process--including shopping, assortment planning, order placement, and store presentation. By streamlining buying, selling and merchandising activity, the online service helps retailers and vendors increase communication efficiency and reduce operational expenses.

## About 7thOnline

7thOnline is the premiere web-based merchandising technology and service provider for the global fashion industry. 7thOnline has developed proprietary technology that enhances communication and operational efficiency for both retailers and vendors. 7thOnline streamlines the business of fashion.  
[www.7thonline.com](http://www.7thonline.com)

## About CIT

CIT Commercial Services is the nation's largest provider of factoring, accounts receivable management and lending services. It is a business unit of CIT Commercial Finance, one of six operating groups of The CIT Group, Inc. (NYSE: CIT; TSE: CIT.U).

CIT is a leading, global source of financing and leasing capital for companies in more than 30 industries. Managing more than \$50 billion in assets across a diversified portfolio, CIT is the trusted financial engine empowering many of today's industry leaders and emerging businesses, offering vendor, equipment, commercial, factoring, consumer and structured financing capabilities. Founded in 1908, CIT operates extensively in the United States and Canada with strategic locations in Europe, Latin and South America, and the Pacific Rim. For more information on CIT, visit the Web site at [www.cit.com](http://www.cit.com).

CONTACT: CIT  
Ann-Margret Crater, 212/536-9310  
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or  
Clifford Public Relations (For 7thOnline)  
Christian Nelson, 212/358-0800 x 26  
[christian@cliffordpr.com](mailto:christian@cliffordpr.com)

URL: <http://www.businesswire.com>

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COMPANY NAMES: cit group, inc. (the); CIT GROUP INC; CIT GROUP/COMMERCIAL SERVICES INC; CIT GROUP/COMMERCIAL SERVICES; DAI ICHI KANGYO BANK LTD

GEOGRAPHIC NAMES: NEW YORK; AMERICAS; NORTH AMERICA; USA

INDUSTRY NAMES: CLOTHING; ELECTRONIC COMMERCE; FINANCIAL SERVICES; INTERNET; RETAILERS; TEXTILES; COMMUNICATIONS TECHNOLOGIES; COMPUTERS; RETAILING AND DISTRIBUTION

EVENT NAMES: CONTRACTS AND ORDERS; DISTRIBUTION CHANNELS; RETAILING

18/9/19 (Item 8 from file: 610)

DIALOG(R)File 610:Business Wire

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00208166 20000306066B4436 (THIS IS THE FULLTEXT)

**B2B Exchange Site Gofish.com Secures \$12 Million From CMGI @Ventures to Complete \$32 Million Series B Financing**

Business Wire

Monday, March 6, 2000 06:01 EST

JOURNAL CODE: BW LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

DOCUMENT TYPE: NEWSWIRE

WORD COUNT: 732

TEXT:

PORTLAND, Maine/ANDOVER, Mass, Mar 6, 2000 (BUSINESS WIRE) - Internet's First Seafood Market-Maker Carves Out Early Leadership

Position; Closes More Than \$41 Million in Funding During  
First Six Months of Operations

Gofish.com, the Internet's first and largest business-to-business exchange site operating in the seafood Industry, has secured \$12 million in funding from CMGI @Ventures, the venture capital affiliate of CMGI, Inc., (Nasdaq: CMGI). This capital from CMGI @Ventures' \$1 billion B2B fund brings Gofish's

Series-B funding to a total of \$32.1 million. As announced on February 14th,

the initial Series-B installment of \$20.1 million was provided by GE Equity and The CIT Group, as well as from return Series-A investors, Bedrock Capital

Partners, Diversified Business Communications, and individual investors. In total, the company has secured more than \$41 million in venture funding to date.

Gofish is a premier commerce and content destination for the seafood industry. The site allows importers, processors and distributors, as well as fishermen, grocers and restaurant owners, to log onto a computer to trade seafood online in a secure, easy, and timely manner. Gofish provides a secure

forum for transactions and features up-to-the-minute news from industry-leading trade publication, "SeaFood Business." The site also uses SeaFax to provide the industry's best proprietary credit information on trading partners, allowing buyers and sellers to make more informed business decisions.

"Gofish is well positioned to revamp and dramatically improve the \$33 billion

domestic wholesale seafood market, bringing Internet speed, efficiency and savings to every sector of the industry," said Marc Poirier, General Partner

with CMGI @Ventures. "We look forward to putting the Internet expertise, resources and reach of the CMGI and CMGI @Ventures network behind the company

as it continues to execute on its business model."

We welcome CMGI @Ventures as an industry-leading investor that brings invaluable human and technological assets as well as proven strategic counsel to our effort," said Gofish Founder and President Neal Workman. "With our Series-B now formally closed, we expect to deploy still more new and useful features, such as **auctions** capabilities and **online accounts receivable financing** capabilities."

#### About Gofish.com

Gofish.com, headquartered in Portland, Maine, is the premier content and commerce destination for the seafood industry. Gofish provides a secure forum

for transactions and features up-to-the-minute news from industry-leading SeaFood Business. The site also uses SeaFax to provide the industry's best proprietary credit information on trading partners, allowing buyers and sellers to make more informed business decisions. Gofish offers a collection

**guarantee**, and will add **auctions** and **receivables** funding by summer 2000. In

addition, Gofish expects to incorporate logistics support services to the site by fall 2000. For more information on Gofish, please visit or call 1.800.777.3533. Gofish is a privately held corporation with offices in Portland, Maine, and Bellevue, Wash.

#### About CMGI and CMGI @Ventures

With 65 companies, CMGI, Inc. (Nasdaq: CMGI) represents the largest, most diverse network of Internet companies in the world. This network includes

both CMGI operating companies and synergistic investments made through its venture capital affiliate, CMGI @Ventures. CMGI leverages the technologies, content and market reach of its extended family of companies to foster rapid

growth and industry leadership across its network, and the larger Internet Economy. Compaq, Intel, Microsoft, Pacific Century CyberWorks and Sumitomo hold minority positions in CMGI.

CMGI's majority-owned operating companies include Engage Technologies (Nasdaq: ENGA), NaviSite (Nasdaq: NAVI), 1ClickBrands, 1stUp.com, Activate.net, AdForce, Adsmart, AltaVista, CMGI Solutions, Equilibrium, Flycast, iCAST, MyWay.com, NaviNet, SalesLink and Tribal Voice. CMGI @Ventures has ownership interests in Lycos, Inc. (Nasdaq: LCOS), Critical Path (Nasdaq: CPTH), Silknet (Nasdaq: SILK), Chemdex (Nasdaq: CMDX), MotherNature.com (Nasdaq: MTHR), Vicinity (Nasdaq: VCNT) Asimba.com, AuctionWatch.com, Aureate Media, blaxxun, BizBuyer.com, Boatscape.com, buyersedge.com, CarParts.com, CraftShop.com, DiamondBack Systems, eCircles.com, eGroups.com, EXP.com, FindLaw, FoodBuy.com, Furniture.com, Gamers.com, Gofish.com, Half.com, HotLinks, Industria Systems, INPHO/HomePriceCheck.com, Intelligent/Digital, KnowledgeFirst, KOZ.com, Mondera.com, MyFamily.com, NextMonet.com, NextOffice.com, NextPlanetOver.com, Oncology.com, OneCore.com, PlanetOutdoors.com, Productopia, SnapFish.com, Speech Machines, SpotLife, ThingWorld.com, Virtual

Ink, Visto, Vstore and WebCT.

CMGI's corporate headquarters is at 100 Brickstone Square, Andover, MA 01810,

Tel: 978-684-3600. CMGI @Ventures has offices there as well as at 3000 Alpine

Road, Menlo Park, CA 94028. For additional information, see  
<http://www.cmgi.com> and <http://www.ventures.com> .

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KEYWORD: MAINE MASSACHUSETTS  
INDUSTRY KEYWORD: COMPUTERS/ELECTRONICS  
INTERNET  
E-COMMERCE  
NETWORKING  
FOODS/BEVERAGES

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COMPANY NAMES: chemdex corp.; silknet software, inc.; critical path, inc.; lycos, inc.; navsite inc.; engage technologies, inc.; pacific century cyberworks; microsoft corp.; general electric co., p.l.c.; cmgi, inc.; GO FISH; CMG INFORMATION SERVICES INC; NASDAQ STOCK MARKET INC; DAI ICHI KANGYO BANK LTD; DIVERSIFIED BUSINESS COMMUNICATIONS LTD; LYCOS INC; CHEMDEX INC; POLYDEX PHARMACEUTICALS LTD

GEOGRAPHIC NAMES: NEW ENGLAND; USA; AMERICAS; NORTH AMERICA

INDUSTRY NAMES: INTERNET; COMMUNICATIONS TECHNOLOGIES; COMPUTERS

18/9/23 (Item 1 from file: 636)  
DIALOG(R)File 636:Gale Group Newsletter DB(TM)  
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05014974 Supplier Number: 75665444 (THIS IS THE FULLTEXT)

**Beyond partnerships: Building companies from scratch. (Industry Trend or Event)**

Bank Technology News, v14, n6, p34

June, 2001

ISSN: 1060-3506

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 596

**TEXT:**

- Amroc Investments' Steve Shenfeld says large institutions confront too many challenges in establishing "ongoing, working relationships among multiple units within the participating institutions." He believes an independent venture is a more practical way for large corporations to leverage their respective strengths.

Contributing their respective "core competencies" to the creation of more comprehensive and scaleable financial technology offerings, dozens of bank IT vendors provide ample illustration of industry alliances currently at work around the world, as well as the variety of forms they take.

But, there's another kind of alliance of course: companies working together to create new, independent companies. And yes, that is still happening in financial services. The slowing economy may have plucked the rose from business- to-business e-commerce on the stock market, but the Internet is still inspiring bankers to look seriously at B-to-B's unrealized potential.

**Case in point:**

Only about \$1 trillion of U.S. businesses' approximately \$6 trillion worth of receivables is currently being financed. Cultivating that fertile field is the mission of an independent, as-yet-unnamed company formed recently by Bank of America, Amroc Investments, EULER American Credit Indemnity Co. and venture capital firm eEvolution Global Partners.

It's only fair that Steve Shenfeld, senior managing director at Amroc, the nation's largest broker of trade claims, was given the job of serving as interim chief executive of "Newco." Shenfeld led the effort to craft a business plan for the venture, which will provide **receivables financing** via the **Internet** for **Web** - enabled e-commerce. In an interview early in May, Shenfeld said the company will create an online platform to offer "a comprehensive set of working-capital financing and risk-mitigation tools." He echoed a Bank of America executive, Stuart Brister, head of e-commerce for the B-to-B e-payment initiative at **BankofAmerica.com**, in describing the new company's principal market as small and midsize businesses.

Shenfeld says the company will begin introducing its product and service offerings in the coming months, with a formal rollout sometime in the fourth quarter. A CEO search was under way last month.

It's no accident, the interim chief says, that the corporate partners- which, collectively, have put more than \$20 million into the venture-fashioned "a completely independent entity."

"One of the notions we had going in was that joint ventures and collaborative projects are generally challenged," Shenfeld recalls. "The independence of the new entity has been sacrosanct-an irrefutable concept- from the beginning, although the corporate partners will certainly benefit if the independent company is successful."

The Net, he says, "is the enabler, although this is not a technology company. There's a clear race among banks to use technology to offer customers existing products and services online . . .," but also to use the Internet to enter markets that remain largely untapped.

Providing **receivables** financing and **credit insurance** to middle-market companies, facilitating clients' expansion of e-commerce activities in the process, "is the space we want to be in, and we believe we can deliver these products and capabilities today."

To be sure, the working-capital financing available through the new company will include Bank of America lenders, but Shenfeld says the venture's independence translates to openness in building an online product and service pipeline "with the sheer mass needed to have a competitive model today." -David Rountree

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Subscription: \$59.00 per year. Published monthly.

6/9/4 (Item 1 from file: 268)  
DIALOG(R)File 268:Banking Info Source  
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00405995 87577109 (THIS IS THE FULLTEXT)

**New solutions**

Anonymous

Bank News, v101, n10, p14, Oct 2001

DOCUMENT TYPE: Periodical; News ISSN: 0005-5123 JOURNAL CODE: BBAW

LANGUAGE: English RECORD TYPE: Fulltext

ARTICLE REFERENCE NUMBER: BBAW-2066-6

WORD COUNT: 718

**ABSTRACT:** BancLease's software can now be installed on any Windows-based system from Windows 95 to NT. Combined with training and consultation, the software adds a final component to a full service bank: leasing capabilities, allowing bankers to provide additional financial products and keep revenue and relationships in-house. Other new technology products of interest to financial institutions are discussed.

**TEXT:**

**BANCLEASE ON WINDOWS NT**

BancLease's software can now be installed on any Windows-based system from Windows 95 to NT.

The BancLease program provides users with the ability to quote lease payments to customers (and yields to the bank), prepare all necessary leasing documents, print amortization schedules, calculate after-tax yields, e-mail documents to branches capability, calculate irregular (flexible) payment leases plus use a database for saving lease quotes. Combined with training and consultation, the software adds a final component to a full service bank: leasing capabilities, allowing bankers to provide additional financial products and keep revenue and relationships in-house.

BancLease is based in Charleston, Mo. For more information, visit [www.banclease.com](http://www.banclease.com).

**SHELTER AND MARKETING**

The initial product being introduced in the Island Marketing System (IMS) from Kieffer & Co., Inc., of Sheboygan, Wisc., is a canopy which can protect customers from inclement weather as they are processing transactions at a freestanding ATM machine. An added benefit of the canopy is the incorporation of graphics that carry marketing messages to this captive audience.

Kieffer's Island Marketing System provides a win-win situation for the ATM customer and the bank.

The entire canopy structure is made of high-strength aluminum to eliminate corrosion and is engineered to withstand all weather situations. The canopy system can be ordered in the standard white color or can be painted to coordinate with a corporate color scheme. The clean, smooth lines of the structure complement any architectural style.

An internally lit header can feature the name and/or graphics of the sponsoring financial institution. This header offers the combined benefits of a source of light for the customer making a transaction and exhibiting a continual marketing message. Inside the posts on the structure are illuminated panels which can serve as additional light sources or feature stock or custom designed signage. A canopy ships complete in a relatively small crate for on-site assembly by regular staff. For more information visit [www.kieffco.com](http://www.kieffco.com).

**TECHNOLOGICAL TRAINING**

Aurum Technology of Plano, Texas, will expand its award-winning distance learning services this fall with the launch of Internetbased training for customers of Aurum's MISER Enterprise Automation System core processing platform.

Aurum e-Learning programs will provide instructor-led coursework to help customers stay current with MISER's product capabilities. As a cost-effective alternative to traditional on-site and regional training, e-learning allows MISER customers to also include more staff members in educational programs. The one-- hour courses will be offered through browser-based Web conferencing technology that requires no additional

SPECIAL FEATURES: tables; photographs

COMPANY NAMES:

Factors Trust

Credit Factoring International

Geisco

Dec

Ibm

DESCRIPTORS: Computers; Technology; Factoring Companies; Factoring; Financial Institutions; Telecommunications; Computer Terminals; Personal Computers; Information Management

NAMED PERSONS: A'court, V; Greep, William; Harris, Gordon; Myers, Keith;

Richardson, David; Watson, Michael

16/5/3 (Item 3 from file: 347)  
DIALOG(R) File 347:JAPIO  
(c) 2001 JPO & JAPIO. All rts. reserv.

06184681 \*\*Image available\*\*  
TRANSACTION SETTLEMENT PROCESSING SYSTEM AND METHOD THEREFOR

PUB. NO.: 11-126231 [JP 11126231 A]  
PUBLISHED: May 11, 1999 (19990511)  
INVENTOR(s): SUMI MASAKI  
KOBAYASHI NOBUO  
HOSHINO NOBUYUKI  
UEDA YUJI  
HANEDA HIROSHI  
NAKAMURA TATSUYA  
APPLICANT(s): NTT DATA CORP  
SANWA BANK LTD:THE  
MATSUSHITA ELECTRIC IND CO LTD  
APPL. NO.: 09-291872 [JP 97291872]  
FILED: October 24, 1997 (19971024)  
INTL CLASS: G06F-019/00 ; G06F-017/60 ; G07D-009/00

#### ABSTRACT

PROBLEM TO BE SOLVED: To provide a computer utilization system which easily and securely performs a fill collecting job.

SOLUTION: A fill collector of a utilization company goes to a customer house with a portable terminal 3, sets the cash card of a customer to the terminal 3, asks the customer to input his password number and further inputs the amount of an **account receivable** to the terminal 3. The terminal 3 produces a request telegraphic message which transfers the amount of the **account receivable** from a customer account to the utilization company account based on the inputted information and sends the request telegraphic message to a bank POS system 20 by utilizing a radio telephone network or a cabled telephone network. The system 20 executes requested transfer processing and returns a report telegraphic message to the terminal 3. The terminal 3 receives the report telegraphic message and performs book processing of the **account receivable** settlement. Later, a book processing result of the terminal 3 is uploaded to the system of the utilization company.

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16/5/7 (Item 1 from file: 350)  
DIALOG(R) File 350:Derwent WPIX  
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014142077 \*\*Image available\*\*  
WPI Acc No: 2001-626288/200172  
XRPX Acc No: N01-466874

Transaction security management method for financial assets, involves establishing business platform and producing selling agreements using receivables record for each business entity

Patent Assignee: SHEARMAN & STERLING (SHEA-N)

Inventor: BARNETT G

Number of Countries: 095 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200173654	A1	20011004	WO 2001US9393	A	20010323	200172 B

Priority Applications (No Type Date): US 2000191901 P 20000324

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
WO 200173654	A1	E	41	G06F-017/60	

Designated States (National): AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR IE IT KE LS LU MC MW MZ NL OA PT SD SE SL SZ TR TZ UG ZW

Abstract (Basic): WO 200173654 A1

NOVELTY - A business entity is chartered to acquire or finance **receivables** of members belonging to a group of competing independent buyer/obligator companies. Offers are extended from business entity to holders of **receivables**. Receivable record representing payment details is output by the entity. Based on the record, business platform is established and agreement for selling companies is produced. The selling is initiated using the **receivables**.

DETAILED DESCRIPTION - An INDEPENDENT CLAIM is also included for computer system.

USE - For managing transaction and financial assets security in financial applications and other business services.

ADVANTAGE - Enables finance companies to finance for assets more efficiently by offering aggregated loans, independently. Improves financial debt management, due to co-operative consultations between entities and obligor companies.

DESCRIPTION OF DRAWING(S) - The figure shows the block diagram of parties and cash flows in a transaction.

pp; 41 DwgNo 1/1

Title Terms: TRANSACTION; SECURE; MANAGEMENT; METHOD; FINANCIAL; ESTABLISH; BUSINESS; PLATFORM; PRODUCE; SELL; RECORD; BUSINESS; ENTITY

Derwent Class: T01

International Patent Class (Main): G06F-017/60

File Segment: EPI

16/5/8 (Item 2 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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014038702 \*\*Image available\*\*

WPI Acc No: 2001-522915/200157

Related WPI Acc No: 2001-522916; 2001-541734

XRPX Acc No: N01-387536

Financial settlement procedure in communication network, involves updating account payable for service providers and account receivable balances for customers based on transaction value determined for each transaction

Patent Assignee: EDGETT J (EDGE-I); FARHAT J (FARH-I); ROZENFELD A (ROZE-I); SUNDER S (SUND-I); VU C (VUCC-I); IPASS INC (IPAS-N)

Inventor: EDGETT J; FARHAT J; ROZENFELD A; SUNDER S; VU C

Number of Countries: 094 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200163530	A1	20010830	WO 2001US5723	A	20010223	200157 B
US 20010034704	A1	20011025	US 2000185180	A	20000225	200170
			US 2001791239	A	20010221	

Priority Applications (No Type Date): US 2001791239 A 20010221; US 2000185180 P 20000225

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes

WO 200163530 A1 E 70 G06F-017/60

Designated States (National): AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR IE IT KE LS LU MC MW MZ NL OA PT SD SE SL SZ TR TZ UG ZW

US 20010034704 A1 G06F-017/60 Provisional application US 2000185180

Abstract (Basic): WO 200163530 A1

NOVELTY - Data regarding multiple transactions are automatically collected from respective service provider (SP) among multiple SP (32) to facilitate multiple transactions between several SP and multiple-

service customer (36). The transaction values for each transaction are automatically determined, based on which account payable balances for SP and account receivable balances for customers are updated automatically.

DETAILED DESCRIPTION - INDEPENDENT CLAIMS are also included for the following:

- (a) Financial settlement system;
- (b) Machine readable medium with financial settlement program

USE - For facilitating financial settlement of service access transaction between several parties in internet based communication networks, including packet switched networks, circuit switched networks, cable networks, satellite networks, terrestrial networks, wired networks or wireless networks. Also for transaction pertaining to access any one of the services such as content, commerce and communication services.

ADVANTAGE - The service providers (SP) exchange authentication, usage and accounting information in a secure and standardized manner without the need to establish multiple bilateral relationship with other SP.

DESCRIPTION OF DRAWING(S) - The figure shows the block diagram of the multiparty access environment which includes a number of service providers, an access broker system and multiple customers.

Service provider (32)

Service customer (36)

pp; 70 DwgNo 2/22

Title Terms: FINANCIAL; SETTLE; PROCEDURE; COMMUNICATE; NETWORK; UPDATE; ACCOUNT; SERVICE; ACCOUNT; RECEIVE; BALANCE; CUSTOMER; BASED; TRANSACTION ; VALUE; DETERMINE; TRANSACTION

Derwent Class: T01

International Patent Class (Main): G06F-017/60

File Segment: EPI

16/5/11 (Item 5 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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013871878 \*\*Image available\*\*

WPI Acc No: 2001-356090/200137

XRPX Acc No: N01-258724

System for invoice conformation and funding for business-to-business payment using a third part intermediary without the need for explicit payment contracts

Patent Assignee: INZAP INC (INZA-N)

Inventor: KRIPLANI S I; RAYMOND E

Number of Countries: 094 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200139073	A1	20010531	WO 2000US31898	A	20001116	200137 B
AU 200116616	A	20010604	AU 200116616	A	20001116	200153

Priority Applications (No Type Date): US 2000714898 A 20001115; US 99167449 P 19991123

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes

WO 200139073 A1 E 44 G06F-017/60

Designated States (National): AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR IE IT KE LS LU MC MW MZ NL OA PT SD SE SL SZ TR TZ UG ZW

AU 200116616 A G06F-017/60 Based on patent WO 200139073

Abstract (Basic): WO 200139073 A1

NOVELTY - A biller (101) agrees to legally binding commitments to pay the amount of any invoice (104) that is directly authorized by the payer (102) to an intermediary (103). The payer gives the intermediary

authority to pay the amount of the submitted invoice to the biller in the future, provided the payer gives his direct authorization to the intermediary. The payer also gives a non-repudiable commitment to the intermediary to pay an authorized invoice.

DETAILED DESCRIPTION - INDEPENDENT CLAIMS are included for a payment method of an invoice.

USE - Managing accounts receivable for business-to-business payments using a third party intermediary.

DESCRIPTION OF DRAWING(S) - The drawing illustrates the system

Biller (101)

Payer (102)

Intermediary (103)

Invoice (104)

pp; 44 DwgNo 1/11

Title Terms: SYSTEM; INVOICING; CONFORMATION; BUSINESS; BUSINESS; PAY;

THIRD; PART; INTERMEDIARY; NEED; PAY; CONTRACT

Derwent Class: T01

International Patent Class (Main): G06F-017/60

File Segment: EPI

16/5/13 (Item 7 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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013429780 \*\*Image available\*\*

WPI Acc No: 2000-601723/200057

XRPX Acc No: N00-445266

Automatic remittance delivery system for computerized disbursement, has remittance generation engine to receive preset data from file integration engine and forwards it to remittance recipient

Patent Assignee: BOTTOMLINE TECHNOLOGIES INC (BOTT-N)

Inventor: HERMAN H; MCGURL D M; O'TOOLE M

Number of Countries: 090 Number of Patents: 003

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200039979	A1	20000706	WO 99US31248	A	19991230	200057 B
AU 200023996	A	20000731	AU 200023996	A	19991230	200057
US 6223168	B1	20010424	US 95506579	A	19950725	200125
			US 98223106	A	19981230	

Priority Applications (No Type Date): US 98223106 A 19981230; US 95506579 A 19950725

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes

WO 200039979 A1 E 19 H04L-029/06

Designated States (National): AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR IE IT KE LS LU MC MW NL OA PT SD SE SL SZ TZ UG ZW

AU 200023996 A H04L-029/06 Based on patent WO 200039979

US 6223168 B1 G06F-017/60 CIP of application US 95506579  
CIP of patent US 5893080

Abstract (Basic): WO 200039979 A1

NOVELTY - A file integration engine (88) receives payment information including transmittance data in particular format. The received data is translated into single preset data format. A remittance generation engine (90) then receives the preset data and forwards remittance data to a specific recipient.

DETAILED DESCRIPTION - The remittance data comprises invoice data, name data, company name data and identification number data. An INDEPENDENT CLAIM is also included for method of providing automatic remittance advice delivery.

USE - For automatic remittance delivery via one or more delivery mechanisms for computerized disbursement system.

ADVANTAGE - Automatically computes the payment data portion of payment information with the remittance statement data that is associated with payment data to facilitate seamless reconciliation of accounts receivable. Integration short comings is solved by providing system that accepts payment information from variety of applications, translates the data into single, unified data file structure.

DESCRIPTION OF DRAWING(S) - The figure shows the block diagram of functional block diagram showing the component of remittance advice delivery system.

File integration engine (88)  
Remittance generation engine (90)  
pp; 19 DwgNo 3/4

Title Terms: AUTOMATIC; DELIVER; SYSTEM; GENERATE; ENGINE; RECEIVE; PRESET; DATA; FILE; INTEGRATE; ENGINE; FORWARD; RECIPIENT

Derwent Class: T01; W01

International Patent Class (Main): G06F-017/60 ; H04L-029/06

International Patent Class (Additional): G06F-013/42

File Segment: EPI

16/5/20 (Item 14 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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012597953 \*\*Image available\*\*

WPI Acc No: 1999-404059/199934

Related WPI Acc No: 1995-185907

XRPX Acc No: N99-301097

Electronic bi-directional bill payment network for bank and non-banking financial institutions

Patent Assignee: VISA INT SERVICE ASSOC (VISA-N)

Inventor: KOLLING R; POWAR W L

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
US 5920847	A	19990706	US 93146515	A	19931101	199934 B
			US 95552586	A	19951103	
			US 96726642	A	19961007	

Priority Applications (No Type Date): US 96726642 A 19961007; US 93146515 A 19931101; US 95552586 A 19951103

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
US 5920847	A	46		G06F-017/60	Cont of application US 93146515
					CIP of application US 95552586
					Cont of patent US 5465206

Abstract (Basic): US 5920847 A

NOVELTY - An electronic packet transfer network (102) couples payment data packet generator at originating node to payment data packet acceptor at destination node. The biller (14) accounts data processor coupled to either transfer network or data packet acceptor, processes biller data for biller to update consumer biller account and to reflect a credit based on payment account.

DETAILED DESCRIPTION - A transaction processor receives the bill pay order (122) and processes debit portions of the accounting transactions against the consumer account. The bill pay order includes the reference to the biller identification (ID), payment amount and consumer-biller account to be credited. The payment data packet generator controlled by the transaction processor, generates payment data packet based on bill pay order. The payment data packet comprises the data fields indicating the biller ID, payment amount identifier and consumer-biller account identifier.

The electronic packet transfer network which couples the payment data packet generator to multiple nodes, translates the biller ID field into a pointer to a destination node. Another transaction processor at the destination node maintains a balance of the biller account and

processes credit portions of accounting transactions against the biller account. The payment data packet acceptor coupled to the transfer network applies a credit transaction to the biller account, according to the payment amount field. The biller account is processed by biller account receivable data processor

An INDEPENDENT CLAIM is also included for the method of paying bills electronically.

USE - For transferring funds between consumer account and biller account, in banks and non-banking financial institutions (NBFI).

ADVANTAGE - Assigning IDs allow proper routing of messages back to the consumer. Facilitates returning of payment messages containing insufficient data or incorrect formatted data. Customer service desk provides pre-emptive customer service for returned messages. Billers can use the network to present invoices to customers.

DESCRIPTION OF DRAWING(S) - The figure shows the electronic bill pay system.

Biller (14)

Electronic packet transfer network (102)

Bill pay order (122)

pp; 46 DwgNo 4/19

Title Terms: ELECTRONIC; BI; DIRECTION; BILL; PAY; NETWORK; BANK; NON; BANK ; FINANCIAL; INSTITUTION

Derwent Class: T01

International Patent Class (Main): G06F-017/60

File Segment: EPI

16/5/21 (Item 15 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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012584821 \*\*Image available\*\*

WPI Acc No: 1999-390928/199933

XRPX Acc No: N99-293321

Integrated financial information management system for enterprise group using internet - transmits financial affairs information from each enterprise belonging to group by computer network using web technique

Patent Assignee: OGAKI H (OGAK-I)

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
JP 11154194	A	19990608	JP 97336581	A	19971121	199933 B

Priority Applications (No Type Date): JP 97336581 A 19971121

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
JP 11154194	A	18		G06F-019/00	

Abstract (Basic): JP 11154194 A

NOVELTY - Financial transactions from each enterprise belonging to a group is transmitted through a network using web technique. A single deposit account is maintained in which deposit or withdrawal of each enterprise is performed. The system provides an imaginary account in the database for managing financial transaction of each enterprise belonging to the group. DETAILED DESCRIPTION - The computer network is provided with three level password management data encryption unit for transmitting data. The system provides data which includes settlement of accounts between group firms, payment alternate, surplus fund or insufficiency of capital, automatic implementation of estimation, accounts receivable, automatic settlement of accounts in a group.

USE - For financial information management in enterprise group using internet.

ADVANTAGE - Reduces office burden to minimum by cutting office work for each firm.

Dwg.1/10

Title Terms: INTEGRATE; FINANCIAL; INFORMATION; MANAGEMENT; SYSTEM; GROUP;

TRANSMIT; FINANCIAL; INFORMATION; BELONG; GROUP; COMPUTER; NETWORK; WEB; TECHNIQUE

Derwent Class: T01; T05

International Patent Class (Main): G06F-019/00

International Patent Class (Additional): G06F-017/60 ; G07D-009/00

File Segment: EPI

9/5,K/1 (Item 1 from file: 348)  
DIALOG(R)File 348:EUROPEAN PATENTS  
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01254416

Methods and apparatus for submitting information to an automated lending system

Verfahren und Apparat zum Überstellen von Informationen an ein automatisches Kreditsystem

Methode et appareil pour soumettre des informations a un systeme automatique de credit

PATENT ASSIGNEE:

GE Capital Commercial Finance Inc., (3108600), 201 High Ridge Road, Stamford, Connecticut 06927, (US), (Applicant designated States: all)

INVENTOR:

Dixon, Walter Vincent, IV, 3641 Lake Road, Delanson, New York 12053, (US)

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Simmons, Melvin K., 1198 Lowell Road, Schenectady, New York 12308, (US)

Santimays, Robert James, 57 Spinning Wheel Road, Monroe, Connecticut 06468, (US)

Desmartheau, Jacques Marc, 314 Pearce Drive, Jamestown, North Carolina 27282, (US)

Steyer, Ferdinand, 102 Riverside Lane, Riverside, Connecticut 06878, (US)

LEGAL REPRESENTATIVE:

Goode, Ian Roy et al (31097), GE LONDON PATENT OPERATION, Essex House, 12/13 Essex Street, London WC2R 3AA, (GB)

PATENT (CC, No, Kind, Date): EP 1083507 A2 010314 (Basic)

APPLICATION (CC, No, Date): EP 307216 000822;

PRIORITY (CC, No, Date): US 391772 990908

DESIGNATED STATES: AT; BE; CH; CY; DE; DK; ES; FI; FR; GB; GR; IE; IT; LI; LU; MC; NL; PT; SE

EXTENDED DESIGNATED STATES: AL; LT; LV; MK; RO; SI

INTERNATIONAL PATENT CLASS: G06F-017/60

ABSTRACT EP 1083507 A2

Methods and apparatus for submitting reports to an automated lending system are described. At a lowest level interface, a user manually submits information via a browser, and at a highest level interface, information is submitted via a print driver. Although the broadest spectrum of client base is addressed by having the loosest coupling to the accounting system, i.e., the lowest level interface, the loosest coupling requires the most user interaction. As the interface level increases, the accounting system has a tighter coupling with the system, which provides increased functionality at the expense of restricting the variety of client types that may be supported (e.g., platform and operating system specific).

ABSTRACT WORD COUNT: 110

NOTE:

Figure number on first page: 16

LEGAL STATUS (Type, Pub Date, Kind, Text):

Application: 010314 A2 Published application without search report

LANGUAGE (Publication,Procedural,Application): English; English; English

FULLTEXT AVAILABILITY:

Available	Text	Language	Update	Word Count
CLAIMS	A	(English)	200111	251
SPEC	A	(English)	200111	10263
Total word count - document	A			10514
Total word count - document	B			0
Total word count - documents	A + B			10514

INTERNATIONAL PATENT CLASS: G06F-017/60

...SPECIFICATION in delays by the lender in granting credit to the borrowing customer.

To speed up lending processes, and to comply with reporting requirements, borrowers utilize facsimile and overnight delivery of information...

...floppy disk. Electronic transmissions using fixed file formats for  
invoice information also are used in "factoring" type loans.  
Although information can be more quickly delivered using a facsimile,  
overnight delivery, or...

9/5,K/2 (Item 2 from file: 348)  
DIALOG(R)File 348:EUROPEAN PATENTS  
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01254415

Methods and apparatus for monitoring facsimile collateral for lending  
Verfahren und Apparat zum Kontrollieren von Faksimile-Zusatzdokumenten fur  
Kredite

Methodes et appareil pour controler des documents additionnels de type  
facsimile pour des prets

PATENT ASSIGNEE:

GE Capital Commercial Finance Inc., (3108600), 201 High Ridge Road,  
Stamford, Connecticut 06927, (US), (Applicant designated States: all)

INVENTOR:

Dixon, Walter Vincent, 3641 Lake Road, Delanson, New York 12053, (US)  
Interrante, John Alan, 3400 Rosendale Road, Schenectady, New York 12309,  
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Smith, William David, 1178 Lowell Road, Schenectady, New York 12308, (US)  
Santimays, Robert James, 57 Spinning Wheel Road, Monroe, Connecticut  
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Simmons, Melvin K., 1198 Lowell Road, Schenectady, New York 12308, (US)  
Desmarтеau, Jacques Marc, 314 Pearce Drive, Jamestown, North Carolina  
27282, (US)

LEGAL REPRESENTATIVE:

Goode, Ian Roy et al (31097), GE LONDON PATENT OPERATION, Essex House,  
12/13 Essex Street, London WC2R 3AA, (GB)

PATENT (CC, No, Kind, Date): EP 1083506 A2 010314 (Basic)

APPLICATION (CC, No, Date): EP 307215 000822;

PRIORITY (CC, No, Date): US 392029 990908

DESIGNATED STATES: AT; BE; CH; CY; DE; DK; ES; FI; FR; GB; GR; IE; IT; LI;  
LU; MC; NL; PT; SE

EXTENDED DESIGNATED STATES: AL; LT; LV; MK; RO; SI

INTERNATIONAL PATENT CLASS: G06F-017/60

ABSTRACT EP 1083506 A2

Methods and apparatus for monitoring collateral recorded via a  
facsimile submission are described. In one embodiment, the apparatus  
includes an inbound fax server (52), a data repository (100), and a  
process management and workflow system (102) coupled to the inbound fax  
server and to the data repository. The process management and workflow  
system is configured to receive collateral information and an identifier  
from the inbound fax server, record the collateral information based on  
the identifier, link financial information with the collateral  
information, and store the collateral information in the repository.

ABSTRACT WORD COUNT: 91

NOTE:

Figure number on first page: 3

LEGAL STATUS (Type, Pub Date, Kind, Text):

Application: 010314 A2 Published application without search report

LANGUAGE (Publication, Procedural, Application): English; English; English

FULLTEXT AVAILABILITY:

Available Text	Language	Update	Word Count
CLAIMS A	(English)	200111	635
SPEC A	(English)	200111	10261
Total word count - document A			10896
Total word count - document B			0
Total word count - documents A + B			10896

INTERNATIONAL PATENT CLASS: G06F-017/60

...SPECIFICATION in delays by the lender in granting credit to the

borrowing customer.

To speed up lending processes, and to comply with reporting requirements, borrowers utilize facsimile and overnight delivery of information...

...floppy disk. Electronic transmissions using fixed file formats for invoice information also are used in " factoring " type loans.

Although information can be more quickly delivered using a facsimile, overnight delivery, or...

9/5,K/6 (Item 6 from file: 348)

DIALOG(R)File 348:EUROPEAN PATENTS

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00319023

Interactive market management system.

Interaktives Marktverwaltungssystem.

Système de gestion de marché interactif.

PATENT ASSIGNEE:

STRATEGIC PROCESSING CORPORATION, (1040180), 575 Madison Avenue, New York  
New York 10022, (US), (applicant designated states:  
AT;BE;CH;DE;ES;FR;GB;GR;IT;LI;LU;NL;SE)

INVENTOR:

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Teichner, Lester, 744 North Wells Street, Chicago Illinois 60610, (US)

LEGAL REPRESENTATIVE:

Harrison, David Christopher et al (31532), MEWBURN ELLIS York House 23  
Kingsway, London WC2B 6HP, (GB)

PATENT (CC, No, Kind, Date): EP 370146 A1 900530 (Basic)

APPLICATION (CC, No, Date): EP 88311120 881124;

PRIORITY (CC, No, Date): EP 88311120 881124

DESIGNATED STATES: AT; BE; CH; DE; ES; FR; GB; GR; IT; LI; LU; NL; SE

INTERNATIONAL PATENT CLASS: G06F-015/21

CITED PATENTS (EP A): US 4567359 A; US 4567359 A; US 4412287 A; US 4412287  
A; FR 2580837 A; FR 2580837 A; FR 2543327 A

CITED REFERENCES (EP A):

NACHRICHTEN ELEKTRONIK + TELEMATIK  
COMPUTER SYSTEMS;

ABSTRACT EP 370146 A1

A system (50) for interactive on-line electronic communications and processing of business transactions between a plurality of different types of independent users including at least a plurality of sellers, and a plurality of buyers, as well as financial institutions, and freight service providers. Each user can communicate with the system from remote terminals (62,64,68,70) adapted to access communication links and the system may include remote terminals (62,64) adapted for storage of a remote data base (53). The system includes a data base (72) which contains user information. The data base is accessed via a validation procedure to permit business transactions in an interactive on-line mode between users during interactive business transaction sessions. The system permits concurrent interactive business transaction sessions between different users.

ABSTRACT WORD COUNT: 127

LEGAL STATUS (Type, Pub Date, Kind, Text):

Application: 900530 A1 Published application (A1with Search Report  
;A2without Search Report)

Examination: 910116 A1 Date of filing of request for examination:  
901123

Examination: 930616 A1 Date of despatch of first examination report:  
930430

Change: 940713 A1 Representative (change)

Refusal: 950503 A1 Date on which the European patent application  
was refused: 941210

LANGUAGE (Publication, Procedural, Application): English; English; English

FULLTEXT AVAILABILITY:

Available Text	Language	Update	Word Count
CLAIMS A	(English)	EPABF1	906
SPEC A	(English)	EPABF1	19738
Total word count - document A			20644
Total word count - document B			0
Total word count - documents A + B			20644

INTERNATIONAL PATENT CLASS: G06F-015/21

...SPECIFICATION stage in a detailed way and by novel distribution of the credit risks between the **lending** party, the supplier, the distributor, and the buyers. In addition, the system 50 provides direct products, and for financial institutions to provide **factoring** with detailed credit controls and limits approved for both the buyer and the distributor. Thus  
...

9/5,K/10 (Item 4 from file: 349)  
DIALOG(R) File 349:PCT FULLTEXT  
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00809407 \*\*Image available\*\*  
INFORMATION AND COMMERCE SYSTEMS  
SYSTEMES D'INFORMATIONS ET DE COMMERCE

Patent Applicant/Inventor:

TUMPERI Eric D, 313 Glenn Circle, Decatur, GA 30030, US, US (Residence),  
US (Nationality), (Designated only for: US)  
JOHNSON A J, 7665 Tree Ridge Court, Atlanta, GA 30350, US, US (Residence),  
US (Nationality), (Designated only for: US)  
MYERS Jon, 1057 Legacy Walk, Woodstock, GA 30189, US, US (Residence), US  
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US (Nationality), (Designated only for: US)  
DATELLE Henry, 207 Bolling Road, Atlanta, GA 30305, US, US (Residence),  
US (Nationality), (Designated only for: US)

Legal Representative:

PRATT John S (agent), Kilpatrick Stockton LLP, Suite 2800, 1100 Peachtree  
Street, Atlanta, GA 30309, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200143041 A2 20010614 (WO 0143041)  
Application: WO 2000US42384 20001129 (PCT/WO US0042384)  
Priority Application: US 99168074 19991130

Designated States: US

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

Main International Patent Class: G06F-017/60

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 13428

English Abstract

An on-line tradeshow allows exhibitors to provide information on their products/services in virtual booths. The on-line tradeshow has locator functionality to allow attendees to obtain desired information on exhibitors or their products/services. Along with the virtual booths, the on-line tradeshow supports merchant functionality that allows exhibitors

to transact business. In addition to placing orders for goods/services, the on-line tradeshow provides payment functionality for the purchasing of the goods/services. The on-line tradeshow provides assistance to the attendees, allowing them to register, to obtain itinerary information, and to obtain travel and local city information. The on-line tradeshow complements actual tradeshows and allows associations to offer additional value to their members. An outsource through telemarketing is able to recruit exhibitors to both the actual tradeshow and on-line tradeshow and can direct traffic to the on-line tradeshow.

#### French Abstract

L'invention concerne un salon professionnel en ligne qui permet aux exposants de presenter des informations sur leurs produits/services en cabines virtuelles. Ledit salon dispose d'une fonctionnalite repere qui permet au participant d'obtenir les informations desirees sur les exposants ou sur leurs produits/services. Parallelement aux cabines virtuelles, le salon professionnel en ligne supporte une fonctionnalite commercante qui permet aux exposants de faire des transactions commerciales. Outre le placement de commandes de biens/services, ledit salon fournit une fonctionnalite de paiement pour l'achat desdits biens/services. Il fournit en outre une aide aux participants, qui peuvent s'inscrire, obtenir des informations en matiere d'itineraire ainsi que sur le voyage et la ville locale. Le salon professionnel en ligne est un complements des expositions reelles car il permet aux associations d'offrir une valeur ajoutee a leurs membres. Une externalisation par le biais du telemarketing permet de recruter des exposants pour des salons professionnels aussi bien reels qu'en ligne et peut orienter le trafic vers le salon professionnel en ligne.

#### Legal Status (Type, Date, Text)

Publication 20010614 A2 Without international search report and to be republished upon receipt of that report.

Main International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description

Detailed Description

... user may apply for credit on-line (including commercial credit, asset-based credit or virtual **factoring** ) which if approved by a financial **lending** institution or credit entity alters records in a credit database against with which orders may...

9/5,K/14 (Item 8 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00776235 \*\*Image available\*\*

**SELLING HEAVILY NEGOTIATED ITEMS**

**VENTE D'ARTICLES FORTEMENT NEGOCIES**

Legal Representative:

POMERANCE Brenda, 260 West 52 St. Apt. 27B, New York, NY 10019, US

Patent and Priority Information (Country, Number, Date):

Patent: WO 200109788 A1 20010208 (WO 0109788)

Application: WO 2000US20428 20000727 (PCT/WO US0020428)

Priority Application: US 99363195 19990729

Designated States: AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK

DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR

LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ

TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: G06F-017/60

Publication Language: English

Filing Language: English

Fulltext Availability:  
Detailed Description  
Claims  
Fulltext Word Count: 15935

English Abstract

An item auctioned by posting the item as available for bids on an automated auction system, and sending information about the item to a user for display on the user's terminal. The item is associated at the time of posting with settlement (934) terms selected from a set of predefined settlement terms. The item is associated at the time of posting with an individual previously registered (916) with the automated auction system, the individual being approved to post items by a contact of an organization that the individual is connected with. The user has previously registered with the automated auction system and been approved to bid for items by a contact of an organization that the individual is connected with. Consent to a sale associated with the posting is obtained from a third party having a legal right to consent the sale.

French Abstract

Selon l'invention, un article est mis aux encheres par affichage de cet article pour offre sur un systeme d'encheres automatique (Fig. 9), et des informations concernant cet article sont envoyees a un utilisateur pour affichage sur le terminal de l'utilisateur. Au moment de l'affichage, cet article est associe a une duree de validite (934) selectionnee dans un ensemble de durees de validite predefinies, et a un individu enregistre au prealable (916) sur le systeme d'encheres automatiques, cet individu etant habilite a afficher des articles par contact avec une organisation a laquelle l'individu est connecte. L'utilisateur s'est inscrit au prealable au systeme d'encheres automatiques, et a ete habilite a faire des offres pour les articles par contact avec une organisation a laquelle l'individu est connecte. L'approbation d'une vente associee a l'affichage est obtenue d'un tiers possedant le droit legal d'approbation d'une vente.

Legal Status (Type, Date, Text)

Publication 20010208 A1 With international search report.

Main International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description

Detailed Description

... automated auction system may be employed in the primary market for trade debt, known as **factoring** or **secured lending**. The negotiations and documenting described above for the primary market for bank debt is, for...

9/5,K/15 (Item 9 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00776229 \*\*Image available\*\*

SYSTEM AND METHOD OF TRANSACTION SETTLEMENT USING TRADE CREDIT  
SYSTEME ET PROCEDE DE REGLEMENT DE TRANSACTION PAR CREDIT COMMERCIAL

Legal Representative:

HYNELL Magnus (agent), Hynell Patentjanst AB, Patron Carls vag 2, S-683  
40 Hagfors/Uddeholm, SE,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200109782 A2-A3 20010208 (WO 0109782)

Application: WO 2000IB1056 20000728 (PCT/WO IB0001056)

Priority Application: US 99146760 19990730; US 2000193075 20000328

Designated States: AE AG AL AM AT AT (utility model) AU AZ BA BB BG BR BY  
BZ CA CH CN CR CU CZ CZ (utility model) DE DE (utility model) DK DK  
(utility model) DM DZ EE EE (utility model) ES FI FI (utility model) GB  
GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KR (utility model) KZ LC LK  
LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK

SK (utility model) SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW  
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE  
(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG  
(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW  
(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: G07F-019/00

International Patent Class: G06F-017/60

Publication Language: English

Filing Language: English

Fulltext Availability:

    Detailed Description

    Claims

Fulltext Word Count: 38805

#### English Abstract

A method and system for settling a transaction with trade credit value which makes use of computer hardware and software, allow Members of a trade credit settlement system to transfer electronic instruments, called trade credits, in exchange for goods and services. These trade credits are effectively electronic bills of exchange that are divisible, transferable, discountable, continuously available and have been credit-enhanced to A1/P1 status. Sponsors facilitate the system by registering buyers and suppliers as Members in the system and offering them operational accounts and drawdown accounts with authorized lines of credit. A Member-buyer approves the purchase invoice of a Member-supplier and authorizes the Sponsor to transfer trade credit value from the Member-buyer's operational and/or drawdown account into the operational account of the Member-supplier. The trade credit value received by the Member-supplier can be held in the Member-supplier's operational account until it matures, or discount it to cash before it matures, or transfer it to other Members for the purchase of goods or services.

#### French Abstract

L'invention concerne un procede et un systeme permettant de regler une transaction par une valeur de credit commercial faisant appel a un materiel et un logiciel informatiques. Les membres d'un systeme de reglement de credit commercial peuvent transferer des instruments electroniques, dits credits commerciaux, en echange de biens et de services. Ces credits commerciaux sont de fait des lettres de change electroniques divisibles, transferables, escomptables, disponibles en permanence, dont les termes de credit ont ete eleves au statut A1/P1. Les promoteurs facilitent le systeme en enregistrant les acheteurs et les fournisseurs comme membres dudit systeme et en leur offrant des comptes operationnels et des comptes de prelevement avec lignes de credit autorisees. Un acheteur membre approuve la facture d'achat d'un fournisseur membre et autorise le promoteur a transferer la valeur de credit commercial du compte operationnel et/ou de prelevement de l'acheteur membre au compte operationnel du fournisseur membre. La valeur de credit commercial recue par ce dernier peut etre conservee dans son compte operationnel jusqu'a son echeance. Elle peut egalement etre escomptee au comptant avant echeance, ou transferee a d'autres membres pour l'achat de biens ou de services.

#### Legal Status (Type, Date, Text)

Publication 20010208 A2 Without international search report and to be republished upon receipt of that report.

Examination 20010503 Request for preliminary examination prior to end of 19th month from priority date

Search Rpt 20010809 Late publication of international search report

Republication 20010809 A3 With international search report.

International Patent Class: G06F-017/60

Fulltext Availability:

    Detailed Description

#### Detailed Description

... debits and credits, OC standing value movement instructions, www micropayments, corporate credit cards, OC financed **factoring** services,

and secured and unsecured commercial OC 'loans'. Additional commercial applications include conditional OCs and OC bills of exchange, **promissory** notes, and letters of credit, FX netting including emerging markets (especially covering political risk), EDI...  
...FX and discounting, and associated services for Orbian Limited Members 16, such as travel, legal, **insurance**, preferred rate products, and the like.

30

Consumer applications of the method and system for...

9/5,K/18 (Item 12 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00739972

**TRADE FINANCING METHOD, INSTRUMENTS AND SYSTEMS**

**PROCEDE DE FINANCEMENT DE TRANSACTIONS COMMERCIALES, INSTRUMENTS ET SYSTEMES**

Patent Applicant/Assignee:

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Inventor(s):

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Legal Representative:

HANDAL Anthony H, Handal & Morofsky, 80 Washington Street, Norwalk, CT 06854, US

Patent and Priority Information (Country, Number, Date):

Patent: WO 200052555 A2 20000908 (WO 0052555)

Application: WO 2000USS5644 20000303 (PCT/WO US0005644)

Priority Application: US 99264171 19990305

Designated States: AU CA CN JP MX

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

Main International Patent Class: G06F

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 32901

#### English Abstract

A simplified trade finance method particularly for international trade in goods or services, a "traded product", can employ one, and preferably two, novel, modified bills of exchange. A first bill of exchange (1 o E), which is a payment draft, is executed by a buyer (B), and returned to seller (S) prior to release of the traded product by seller (S). Seller (S) can obtain credit verification of the first bill of exchange (1 o E), if necessary, before releasing the traded product, protecting seller (S) from failure of buyer (B) to pay. The first bill of exchange (1 o E) can be dormant and non-negotiable until activated by an event agreeable to a buyer (B), for example, release of the traded product. Buyer (B) is thus protected against seller (S) delaying or failing to ship the traded product after having received a payment instrument from buyer (B). A pro-forma invoice (PFI) can be used to define the transaction details, and set forth agreement terms including the possibility of removing merchandise claims or disputes from the payment cycle for resolution in accordance with international convention or treaty e.g. the Vienna Convention on the International Sale of Goods. A second bill of exchange, mutually extinguishable with the first bill of exchange (1 o E) can be employed to facilitate provision of credit by the buyer's bank (BB), avoiding need to utilize seller's (S) credit resources.

#### French Abstract

La presente invention concerne un procede simplifie de financement de transactions commerciales notamment en commerce international de biens et services, un 'produit de commerce' peut utiliser une, et de preference

deux, nouveaux types de lettres de change. Une premiere lettre de change (l o E), qui est un effet de paiement, est executee par un acheteur (B), et renvoyee au vendeur (S) prealablement a la libération du produit de commerce par le vendeur (S). Le vendeur (S) peut obtenir une verification de credit de la premiere lettre de change (l o E), le cas echeant, avant d'expedier le produit de commerce, le vendeur (S) etant ainsi protege contre tout defaut de paiement de l'acheteur (B). La premiere lettre de change (l o E) peut demeurer inactive et non negociable jusqu'a qu'elle soit rendue active par un evenement, agree par l'acheteur (B), par exemple, la libération du produit de commerce. Ainsi l'acheteur (B) est protege contre un retard de la part du vendeur (S) ou un defaut d'expedition du produit de commerce apres reception d'un instrument de paiement de la part de l'acheteur (B). Une facture type (PFI) peut etre utilisee pour definir les details de la transaction, et etablir les termes du contrat comprenant la possibilite d'eliminer les reclamations de marchandises ou des disputes du cycle de paiement en vue d'une solution selon une convention ou traite international, par exemple la Convention de Vienne sur la Vente Internationale de Biens. Une deuxieme lettre de change, d'extinction mutuelle avec la premiere lettre de change (I o E) peut etre utilisee pour faciliter des provisions de credits par la banque de l'acheteur (BB), evitant ainsi de recourir aux ressources de credits du vendeur (S).

Legal Status (Type, Date, Text)

Publication 20000908 A2 Without international search report and to be republished upon receipt of that report.

Examination 20010315 Request for preliminary examination prior to end of 19th month from priority date

Main International Patent Class: G06F

Fulltext Availability:

Claims

Claim

... of payment choices. These choices preferably include options to proceed with conventional financing, for example **factoring** or forfaiting, with a trade draft accepted by importer 1, or to proceed simply by...0 shipping documents are in order, third party administrator TPA call, ill step 128, buy **insurance** on a I oE from a **credit insurance** carrier 130. While third party administrator TPA call be reimbursed ill various ways for their fees and expenses, one convenient way is for the cost of **credit insurance** and the like to be deducted from the proceeds of the I oE/2oE before...focus to catalyze tile making of new trades by bringing together importers, exporters, finance providers, **insurers**, shippers, expediters, and any other party to all import-export transaction. Employing customary ISP client...addition to goods and services, for example manufactured goods and commercially delivered services such as **insurance**, carriage, construction, financial professional and consulting services, it will be understood that the traded product...REPORT

DRAFT NOT PUR

STEP 12 CHECKS B'S CREDIT

ADVANCE ON DRAFT

STEP 13 CREDIT INSURANCE

PAYS BALANCE

STEP 14 REQUESTS PAYMENT

STEP 15 PAYMENT RECEIVED

PAYS BALANCE

FO NOT PAID...INFORMATION SALE

SHIP TO:

IMPORTER

INFORMATION

PROFORMA INVOICE

SUMMARY INFO.

BANK OF PRESENTATION CARRIAGE INSURER INFO

(IMPORTER'S BANK) INFO.

IMPORT CERTIFICATIONS

IMPORT DOCUMENTS REQUIRED

PRO-FORMA INVOICE ITEMIZATION

Please...

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SUBSTITUTE SHEET (RULE 66)  
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CREDIT  
HIRD PARTY ADMINISTRATOR INSURANCE  
TRADE FINAI@ PA  
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ACCEPTED PFI + loE Fs  
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...DOCS.  
118 128 130  
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TO I'S BANK > INSURANCE  
132  
TPA NOTIFIES  
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136 134  
FI/S1 PREPARES AND  
SENDS BA TO ECB...

9/5,K/20 (Item 14 from file: 349)  
DIALOG(R)File 349:PCT FULLTEXT  
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00501658 \*\*Image available\*\*

ELECTRONIC INVOICING AND COLLECTION SYSTEM AND METHOD  
SYSTEME ET PROCEDE ELECTRONIQUES DE FACTURATION ET DE RECOUVREMENT

Patent and Priority Information (Country, Number, Date):

Patent: WO 9933010 A1 19990701

Application: WO 98IB2146 19981215 (PCT/WO IB9802146)

Priority Application: US 97996789 19971223

Designated States: AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK EE ES  
FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU  
LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT UA  
UG UZ VN YU ZW GH GM KE LS MW SD SZ UG ZW AM AZ BY KG KZ MD RU TJ TM AT  
BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE BF BJ CF CG CI CM GA  
GN GW ML MR NE SN TD TG

Main International Patent Class: G06F-017/60

Publication Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 7797

#### English Abstract

An electronic commerce invoicing and collection system (EICS) which provides the services of invoicing, automatic "past due" reminders in a real time recorded/registered format is described. Customers of a supplier are encouraged to pay invoices promptly via increased leverage of the supplier, public disclosure of a costumer's payment behavior, and donations to charity. An integral part of this invention is accurate payment analysis statistics data that exceeds the detail and timeliness of present systems. The EICS provides a methodology to enable banks to minimize their risk when **lending** money and save on customer auditing fees. The system and method also provide for bank charges, bank interest payments, **factoring** charges, and charities to be subsidized by customers who pay their invoices late. The result of such a system and method is customer payment behavior modification.

#### French Abstract

Systeme electronique commercial de facturation et de recouvrement (EICS) servant a etablir une facturation et des rappels automatiques de paiement en format enregistre en temps reel. Les clients d'un fournisseur sont encourages a regler leurs factures dans les meilleurs delais par l'intermediaire d'un effet de levier accru du fournisseur, de la divulgation publique du comportement de reglement financier du client et de donations a des oeuvres de bienfaisance. L'invention englobe des donnees precises de statistiques analytiques de reglement allant au-dela de la rapidite de production et du caractere detaille des systemes actuels. Ce systeme EICS decrit une methodology permettant aux banques de minimiser les risques occasionnes par les prets qu'elles accordent et de realiser des economies sur les frais de verification du client. Ce systeme et ce procede permettent egalement de subventionner les charges bancaires, le paiement des interets bancaires, les frais d'affacturage et les oeuvres de bienfaisance par des clients en retard de paiement de leurs factures. Ils permettent egalement de modifier le comportement du client en ce qui concerne ses reglements financiers.

Main International Patent Class: G06F-017/60

#### English Abstract

...present systems. The EICS provides a methodology to enable banks to minimize their risk when **lending** money and save on customer auditing fees. The system and method also provide for bank charges, bank interest payments, **factoring** charges, and charities to be subsidized by customers who pay their invoices late. The result...

00903215

Computerized healthcare accounts receivable purchasing, collections, securitization and management system

Computersystem zum Kaufen, Erfassen, Sicherstellen und Verwalten von Forderungen in der Gesundheitsvorsorge

Système informatisé d'achat, de collecte, de sécurisation et de gestion de comptes recevables de soins de santé

## PATENT ASSIGNEE:

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## LEGAL REPRESENTATIVE:

Waldren, Robin Michael (55602), MARKS & CLERK, 57-60 Lincoln's Inn Fields, London WC2A 3LS, (GB)

PATENT (CC, No, Kind, Date): EP 825544 A1 980225 (Basic)

APPLICATION (CC, No, Date): EP 96306185 960823;

PRIORITY (CC, No, Date): EP 96306185 960823

DESIGNATED STATES: FR; GB; IT; LU

INTERNATIONAL PATENT CLASS: G06F-017/60

## ABSTRACT EP 825544 A1

The present invention is a computerized method and system for financing health care service providers, especially pharmacies, by evaluating and purchasing their **accounts receivables**, scoring the creditworthiness of payors and obligors such as **insurance** companies, self-**insured** employers, health maintenance organizations, preferred provider organizations, government agencies, and other entities sponsoring groups and individuals receiving health care benefits, collecting on **receivables**, securitizing **receivables**, managing funds, and processing and reconciling claims and payments.

ABSTRACT WORD COUNT: 71

## LEGAL STATUS (Type, Pub Date, Kind, Text):

Application: 980225 A1 Published application (A1with Search Report ;A2without Search Report)

Examination: 980225 A1 Date of filing of request for examination: 960912

Change: 981104 A1 Designated Contracting States (change)

LANGUAGE (Publication,Procedural,Application): English; English; English

## FULLTEXT AVAILABILITY:

Available Text	Language	Update	Word Count
CLAIMS A	(English)	9809	2157
SPEC A	(English)	9809	24823

Total word count - document A 26980

Total word count - document B 0

Total word count - documents A + B 26980

INTERNATIONAL PATENT CLASS: G06F-017/60

...ABSTRACT and system for financing health care service providers, especially pharmacies, by evaluating and purchasing their **accounts receivables**, scoring the creditworthiness of payors and obligors such as

insurance companies, self- insured employers, health maintenance organizations, preferred provider organizations, government agencies, and other entities sponsoring groups and individuals receiving health care benefits, collecting on **receivables**, securitizing **receivables**, managing funds, and processing and reconciling claims and payments.

...SPECIFICATION and system for financing health care service providers, especially pharmacies, by evaluating and purchasing their **accounts receivable**, rating the creditworthiness of payors and obligors such as insurance companies, self- insured employers, health maintenance organizations, preferred provider organizations, government agencies, and other entities sponsoring groups and individuals receiving health care benefits, collecting on **receivables**, securitizing **receivables**, managing funds, and processing and reconciling claims and payments (Computerized Healthcare **Accounts Receivable** Management System or CHARMS). See FIGURES 1 and 11.

B. Description of the Related Art...access to the on-line adjudication network to obtain, in some instances, overnight payment for **insurance** claims arising from the provision of health care services to their customers. See FIGURE 8...

...the inventors' recognition of an untapped opportunity to collateralize and to fund third-party prescription **receivables**. The present invention's unique approach to this opportunity is based, in part, on the ...

...such as past and present payment practices and standard credit agency ratings. CHARMS decides which **insurance** claims, or **accounts receivables**, to be purchased ...rate, in one preferred embodiment of the present invention, based on the provider's outstanding **accounts receivable** portfolio, or, in another embodiment, by approximating the provider's best negotiated credit card discount...

...pharmacies receive payment under the existing systems. In effect, therefore, the present invention finances pharmacies' **receivables**. CHARMS keeps track of payments received, and provides the means for the System Operator to...and commercial bankers to secure all of its matched borrowings with the asset stream of **receivables** purchased from the pharmacy, further enhanced with a credit **guarantee**. This provides the means for the issuance of commercial paper, debentures, notes, and commercial bank...

...to purchase the account receivables through securitization, (i.e., borrowing the money and using the **receivables** as collateral). CHARMS provides for the securitization of the **receivables** as follows. CHARMS provides the ...the purchase by the System Operator of all of the adjudicated and approved third party **receivables** from the contracted service providers. CHARMS utilizes historical third party payment data and standardized ratings of the relevant payors and obligors to present rating agencies a conventional **underwriting** package that will be very easy to rate. Once a rating is established, a broad...

...CLAIMS obligor associated with a set of insurance claims purchased from service providers;

- (b) determining which **insurance** claims from the set to include in a pool of investment grade **receivables** based on the creditworthiness scores; and
- (c) using the pool to collateralize one or more...

...5. A method according to claim 3 or 4, wherein the steps of determining which **insurance** claims to include in a pool of investment grade **receivables** and using the pool to collateralize one or more funding instruments are implemented utilizing an...

00859510 \*\*Image available\*\*

**METHOD AND SYSTEM FOR PROVIDING AN ONLINE COLLECTIONS SERVICES MARKETPLACE  
PROCEDE ET SYSTEME PERMETTANT D'OFFRIR UN MARCHE DE SERVICES DE  
RECOUVREMENT EN LIGNE**

**Patent Applicant/Assignee:**

COLLECTIONS CONNECTIONS INC, 1850 N. Circulo de la Cienega, Tucson, AZ  
85715, US, US (Residence), US (Nationality)

**Inventor(s):**

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**Legal Representative:**

ALBERT Jennifer A (et al) (agent), Hunton & Williams, 1900 K Street,  
N.W., Washington, DC 20006, US,

**Patent and Priority Information (Country, Number, Date):**

Patent: WO 200193166 A1 20011206 (WO 0193166)

Application: WO 2001US17501 20010531 (PCT/WO US0117501)

Priority Application: US 2000207951 20000531; US 2001866730 20010530

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU  
CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP  
KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD  
SE SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW  
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR  
(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG  
(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW  
(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: G06F-017/60

Publication Language: English

Filing Language: English

**Fulltext Availability:**

Detailed Description

Claims

Fulltext Word Count: 4997

**English Abstract**

An on-line marketplace (120) for entities providing collection services (101) and those requesting collection services (105) is presented, see figure 1. The web-site of the present invention may assist Clients (105) in identifying the most effective set of Providers (101) in connection with the characteristics of their receivables. The present invention may also provide a method for rating the effectiveness of the collection companies as well as a method for rating the quality of the receivables where Clients may evaluate and select one or more appropriate Providers. A database of collected receivables, data mining techniques, or neural networks may be used to examine a set of receivables and determine a set of collection services for an optimal return. A client may select one or more providers based on a self selection process, an optimization process, an auction process.

**French Abstract**

La presente invention concerne un marche (120) en ligne destine a des entites fournissant des services (101) de recouvrement et a celles qui demandent ces services (105) de recouvrement (voir figure 1). Le site web de cette invention peut aider un client (105) a identifier l'ensemble le plus efficace des fournisseurs (101) pour ce qui concerne les caracteristiques de leurs creances. Cette invention peut concerner aussi un procede permettant de noter l'efficacite des entreprises de recouvrement ainsi qu'un procede permettant de noter la qualite des creances grace auquel des clients peuvent evaluer et selectionner un ou plusieurs fournisseurs appropries. On peut utiliser une base de donnees de creances recourees, des techniques d'exploration en profondeur de donnees ou des reseaux neuronaux pour examiner un ensemble de creances et determiner un ensemble de services de recouvrement en vue d'un retour optimum. Un client peut selectionner un ou plusieurs fournisseurs a partir d'un processus d'auto selection, d'un processus d'optimisation, ou d'un processus d'enchere.

Legal Status (Type, Date, Text)

Publication 20011206 A1 With international search report.

Publication 20011206 A1 Before the expiration of the time limit for amending the claims and to be republished in the event of the receipt of amendments.

Main International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description

Detailed Description

... a "check-andbalance" system.

Receivable Rating Module 130 may provide a mechanism for rating delinquent **receivables**, accounts or other papers. This feature may enable Providers to make intelligent and educated decisions regarding the **receivables** being presented. This feature further enables Providers to quote competitive rates. The rating system may...

...collecting the receivable, such as bankruptcy filing or other impediment, whether there is a personal **guarantee** on an obligation that is otherwise a corporation obligation, and other considerations.

According to an...

...be returned to the Client for further review. The system may also be involved in **ensuring** the accuracy of the information provided.

Provider Rating Module 132 may enable a potential Client...

12/5,K/9 (Item 4 from file: 349)  
DIALOG(R) File 349:PCT FULLTEXT  
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00851706

METHOD AND APPARATUS FOR MANAGING CREDIT INQUIRIES WITHIN ACCOUNT RECEIVABLES  
PROCEDE ET APPAREIL DE GESTION DES ENQUETES DE SOLVABILITE AU SEIN DE COMPTES DEBITEURS

Patent Applicant/Assignee:

GENERAL ELECTRIC CAPITAL EQUIPMENT FINANCE INC, 2300 Meadowvale Boulevard, Mississauga, Ontario L5N 5P9, CA, CA (Residence), CA (Nationality)

Inventor(s):

LAND David, 3270 Charmaine Heights, Mississauga, Ontario L5J 4A2, CA, GETGOOD Alan, 2340 Bromsgrove Road, Unit 59, Mississauga, Ontario L5A 3C1 , CA,

Legal Representative:

WILSON Craig (agent), Craig Wilson and Company, 2570 Matheson Blvd. East, Suite 211, Mississauga, Ontario L4W 4Z3, CA,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200184387 A2 20011108 (WO 0184387)

Application: WO 2001IB846 20010430 (PCT/WO IB0100846)

Priority Application: US 2000561653 20000502

Designated States: AU CA JP MX

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

Main International Patent Class: G06F-017/60

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 10169

English Abstract

French Abstract

Legal Status (Type, Date, Text)

Publication 20011108 A2 With declaration under Article 17(2)(a); without abstract; title not checked by the International Searching Authority.

Main International Patent Class: G06F-017/60

Fulltext Availability:

    Detailed Description

    Claims

Detailed Description

... link. Fax server 52 communicates with other devices 64, 66, 70 and 72, as well. **Accounts Receivable** System -30 is installed at a business entity site while OSB system 20 is...

...data through a secure connection, from each other, for performing the required functions. Continuous enhancements **ensure** compatibility to use new technology as it becomes available which ultimately reduce cost and improve...

Claim

... system to the credit analyst computer.

21 Apparatus in accordance with Claim 20 wherein said **accounts receivable** system is further configured to monitor the activities of the credit analyst to **ensure** that the credit analyst in making the credit decisions has not made decisions beyond his...

12/5,K/10 (Item 5 from file: 349)

DIALOG(R) File 349:PCT FULLTEXT

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00851695

METHOD AND APPARATUS FOR MANAGING ACCOUNT RECEIVABLES  
PROCEDE ET DISPOSITIF DE GESTION DE CREANCES

Patent Applicant/Assignee:

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    (Nationality)

Inventor(s):

    LAND David, 3270 Charmaine Heights, Mississauga, Ontario L5J 4A2, CA,  
    GETGOOD Alan, 2340 Bromsgrove Road, Unit 59, Mississauga, Ontario L5A 3C1  
    , CA,

Legal Representative:

    WILSON Craig (agent), Craig Wilson and Company, 2570 Matheson Blvd. East,  
    Suite 211, Mississauga, Ontario L4W 4Z3, CA,

Patent and Priority Information (Country, Number, Date):

    Patent: WO 200184346 A2 20011108 (WO 0184346)  
    Application: WO 2001IB916 20010430 (PCT/WO IB0100916)  
    Priority Application: US 2000561655 20000502

Designated States: AU CA JP MX

    (EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

Main International Patent Class: G06F-017/00

Publication Language: English

Filing Language: English

Fulltext Availability:

    Detailed Description

    Claims

Fulltext Word Count: 10335

English Abstract

French Abstract

Legal Status (Type, Date, Text)

Publication 20011108 A2 With declaration under Article 17(2)(a); without abstract; title not checked by the International Searching Authority.

Main International Patent Class: G06F-017/00

Fulltext Availability:

Claims

Claim

... link. Fax server 52 communicates with other devices 64, 66, 70 and 72, as well. **Accounts Receivable** System 30 is installed at a business entity site while OSB system 20 is located...

...data through a secure connection, from each other, for performing the required functions. Continuous enhancements **ensure** compatibility to use new technology as (inverted exclamation mark) becomes available which ultimately reduce...within server system 12, which perform specific tasks. ARS 30 manages full range of trade **receivables** 'credit and collection services involving credit evaluation credit granting, customer collection and account reconciliation, remittance receipt, application processing, banking, **receivables** consolidation, and updating OSB general ledger. ARS 30 receives the pertinent information from client's ...

...170 and a Billing function 174. ARS 10 includes the remaining functions involved with accounts **receivables** of business process 160 including managing customer credits, receiving and processing payments against open invoices...organized into five modules: a Credit Inquiry Module 190, a remittance processing Module 194, an **Accounts Receivable** Claim (ARC) Module 200, a MaintenanceModule204andanAdministrationModule210. RemittanceProcessing Module 194 is sometimes referred to as a...

...invoice details.

Overall, ARS10 provides a full range of credit and collection services for trade **receivables** including credit evaluation, credit granting, customer collection and account reconciliation, payment receipt, application and banking, **account - receivables** (A/R) reporting, consolidation, including customer statement preparation and mailing, ending with direct feeds to...

...customer dispute monitoring and reporting (on-line), and final month-end G/L interface for **receivables** balancing. Each module of ARS 10 is described in detail.

A. CREDIT INQUIRY MODULE

Credit...credit officer 224, then ARS'10 personnel attempts to obtain security 290 such as personal **guarantees** 294, inter-corporate **guarantees** 300, PPSA 304 or conditional sales agreements 310. For approval of various orders, a letter...are the targets imposed upon credit officers 230 for collections as a percent to available **receivables** (total receivable balance less not dues) as well as percent to forecasted collections (used to...)

...scores are reported to designated credit officer 224 in a hard copy report. Additionally, any **promises** to pay made by customers are input into ARS 10. These **promises** also appear on-line and on the'weekly exception reports.

Delinquent accounts are handled by...754 other documentation pertaining to the delinquent account such as letter of credit 314, export **insurance**, and other financing documents.

Past due accounts are managed by a variety of credit...

...requirement to the individual identification code of designated credit officer 224 making the change to **ensure** that the credit limit of the customer has not been increased beyond, the delegated...

...date 804 of the last check received from customer 802 and. the aging of

the accounts receivable balance 806 which classifies the balance as past due for 1-30 days, 3 1...

...the last six montlis 834 and the prior six months 840.

Although delinquency management of accounts receivable has been described here in Remittance Processing Module 194, in another embodiment, it can be...

12/5, K/14 (Item 9 from file: 349)

DIALOG(R) File 349:PCT FULLTEXT

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00839971 \*\*Image available\*\*

**SECURITIZING FINANCIAL ASSETS**

**PROCEDE POUR SECURISER LES ACTIFS FINANCIERS**

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Patent Applicant/Inventor:

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Legal Representative:

BOUNDY David E (et al) (agent), Shearman & Sterling, 599 Lexington  
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Patent and Priority Information (Country, Number, Date):

Patent: WO 200173654 A1 20011004 (WO 0173654)

Application: WO 2001US9393 20010323 (PCT/WO US0109393)

Priority Application: US 2000191901 20000324

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU  
CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR  
KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE  
SG SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW  
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR  
(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG  
(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW  
(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: G06F-017/60

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 13822

**English Abstract**

A business method is chartered by a defined group of competing independent buyer/obligor companies (102), to acquire or finance receivables (106) of the buyer/obligor companies (102). In cooperative consultation between the buyer/obligor companies (102) and the business entity (100), terms of receivables (106) of the buyer/obligor companies (102) are defined, to improve efficiency of financing the receivables. The buyer/obligor companies (102) agree to preferentially disclose credit information on themselves to the business entity (100). Obligee companies (104) agree to accept book entries on a computer system operated by the business entity (100) as the controlling form of financial obligations arising out of sale of goods or services (108) sold by to buyer/obligor companies. The business entity accepts custody of a majority of a class of receivables of buyer/obligor companies to creditor companies. The receivables (106) are recorded on a computer system that also functions as a business-to-business platform for the sales of the goods. The business entity extends offers to holders of the receivables for purchase of the receivables. The business entity sells to the capital markets securities (114) backed by cash flows from receivables purchased pursuant to the offers. A market for trading of the receivables is provided through computer access to inventory information and order placement facilities.

#### French Abstract

Un procede d'affaires est loue par un groupe defini de compagnies independantes acheteuses/debitrices (102) qui sont en concurrence pour acquerir ou financer des comptes debiteurs (106) des compagnies acheteuses/debitrices (102). Lors des consultations cooperatives entre les compagnies acheteuses/debitrices (102) et l'entreprise (100), on definit les termes des comptes debiteurs (106) des compagnies acheteuses/debitrices (102) de maniere a augmenter l'efficacite du financement des comptes debiteurs. Les compagnies acheteuses/debitrices (102) s'accordent pour divulguer de facon preferentielle a l'entreprise (100) des informations de credit qui les concernent. Des compagnies creancieres (104) s'accordent pour accepter les entrees dans les livres dans un systeme informatique utilise par l'entreprise (100) en tant que forme de controle des obligations financieres decoulant de la vente des biens et services (108) vendus aux compagnies acheteuses/debitrices. L'entreprise accepte le depot de la plupart d'une majorite des classes de comptes debiteurs des compagnies acheteuses/debitrices vis-a-vis des compagnies creancieres. Les comptes debiteurs (106) sont enregistres dans un systeme informatique qui fonctionne egalement comme une plate-forme interentreprises en matiere de ventes des produits. L'entreprise etend l'application des offres aux detenteurs des comptes debiteurs pour l'achat des comptes debiteurs. L'entreprise vend sur les marches de capitaux des titres (114) garantis par des mouvements de tresorerie a partir des comptes debiteurs achetes selon les offres. Un marche pour echanger des comptes debiteurs est organise au moyen d'acces informatique aux informations dans le repertoire et les dispositifs de placement des ordres.

#### Legal Status (Type, Date, Text)

Publication 20011004 A1 With international search report.

Publication 20011004 A1 With amended claims.

Main International Patent Class: G06F-017/60

#### Fulltext Availability:

Detailed Description

#### Detailed Description

... 108, possibly in an internet-intermediated 13213 marketplace. The purchases by buyer companies 102 create **receivables**, notes or other rights to payment 106, that are owned by the seller companies 104...00 may provide access to the capital markets through securitization, or may obtain more traditional **lending** (for on- **lending**). Specialized finance company 1 00 may be able to provide financing on more efficient terms...

...Participants 100, 102, 104 may work together to improve the efficiency of the market in **receivables** 106, for instance by agreeing to a common electronic form for **receivables** 106, or by providing preferential access to information, I 0 as discussed in sections IILG...

...rating agencies the various parameters and terms under which finance company may aggregate and securitize **receivables** 106 generated in the B2B marketplace, as will 1 5 be discussed in detail in...

12/5,K/24 (Item 19 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00792501 \*\*Image available\*\*

TRADE FINANCE AUTOMATION SYSTEM

SYSTEME D'AUTOMATISATION DE FINANCEMENT COMMERCIAL

#### Legal Representative:

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Suite L, Menlo Park, CA 94025, US,

#### Patent and Priority Information (Country, Number, Date):

Patent: WO 200126017 A2 20010412 (WO 0126017)

Application: WO 2000US2992 20000203 (PCT/WO US0002992)

Priority Application: US 99412042 19991004

Designated States: AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK EE ES

FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU  
LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT UA  
UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE  
(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG  
(AP) GH GM KE LS MW SD SL SZ TZ UG ZW  
(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: G06F-017/60

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 6655

#### English Abstract

The present invention is a client/server multi-user trade finance system that assists manufacturers, traders, and exporters in providing key trade finance information to **credit insurance underwriters**, **insurance brokers**, and financial institutions that have extended **accounts receivable** financing. Such trade finance system comprises several modules, including: manufacturer/trader/exporter and buyer information database, credit limits information database, an invoice/shipments editor, an **accounts receivable** payments and adjustments input system, an eligible invoice filter, a remittances manager, and a report generator. After the manufacturer/trader/exporter prearranges a **credit insurance** policy with a **credit insurance underwriter** and/or a financing arrangement with a financial institution, the trade finance system provides real time rule-checking of invoices according to policy/financing agreement, buyer, and destination country limits. As collections are received, credit capacity is preferably freed up for particular policies/financing agreements, buyers, destination countries, and remittances are immediately sent to the financial institution. The Internet is preferably used to tie together the manufacturers, traders, and exporters with the financial institutions, **credit insurance underwriters**, and **insurance brokers**.

#### French Abstract

La presente invention concerne un systeme de financement commercial multi-utilisateur client/serveur destine a assister les fabricants, les commerçants et les exportateurs pour donner des informations de financement commercial cle aux les souscripteurs d'assurances-credits, aux courtiers d'assurance et aux institutions financieres ayant d'importantes creances financieres. Un tel systeme de financement commercial comporte plusieurs modules, parmi lesquels: une base de donnees d'informations des fabricants/commerçants/exportateurs et des acheteurs, une base de donnees d'informations sur les plafonds de credit, un editeur de factures/envois, un systeme d'entree des paiements et ajustements des debiteurs, un filtre de facturation autorise, un gestionnaire de remises et un generateur de rapports. Lorsque le fabricant/commercant/exportateur etablit prealablement une police d'assurance-credit aupres d'un souscripteur d'assurance-credit et/ou un accord financier avec une institution financiere, le systeme de financement commercial fournit une controle des regles des factures en temps reel en fonction de la police ou de l'accord financier, de l'acheteur, et des limites des pays de destination. Au fur et a mesure que sont recus les recouvrements, la capacite de credit est de preference augmentee pour des polices/accords financiers, des acheteurs et des pays de destination particuliers, et les remises sont envoyees immediatement a l'institution financiere. On utilise de preference Internet afin de mettre en relation les fabricants, les commerçants et les exportateurs avec les institutions financieres, les souscripteurs d'assurance-credit et les courtiers d'assurance.

#### Legal Status (Type, Date, Text)

Publication 20010412 A2 Without international search report and to be republished upon receipt of that report.

Examination 20010809 Request for preliminary examination prior to end of

01346084

Electronic commerce method and system and computer readable storage medium  
Verfahren und System fur den elektronischen Handel und per Computer  
lesbares Speichermedium

Methode et systeme de commerce electronique et support d'enregistrement  
lisble par ordinateur

PATENT ASSIGNEE:

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PATENT (CC, No, Kind, Date): EP 1150225 A1 011031 (Basic)

APPLICATION (CC, No, Date): EP 2000118678 000829;

PRIORITY (CC, No, Date): JP 2000128971 000425

DESIGNATED STATES: AT; BE; CH; CY; DE; DK; ES; FI; FR; GB; GR; IE; IT; LI;  
LU; MC; NL; PT; SE

EXTENDED DESIGNATED STATES: AL; LT; LV; MK; RO; SI

INTERNATIONAL PATENT CLASS: G06F-017/60

ABSTRACT EP 1150225 A1

In an electronic commerce system, to enable a short-term raising of funds so that deposit of money for the accounts receivable which are created as a result of electronic commerce can be prematurely accomplished. A central commerce server 1 is a computer which is connected to the computers of member entities via a network for processing the electronic commerce operation. An EDI subsystem 10 prepares the data on the purchase order and its acceptance on an EDIDB 11 in response to requests from a buyer and a seller of a commodity for assisting the transaction therebetween. As a result of this transaction, an electronic CP subsystem 20 prepares an electronic bond for the security of the accounts receivable and registers it on an electronic CPDB 21 to publicly open it to bond purchasers.

ABSTRACT WORD COUNT: 134

NOTE:

Figure number on first page: 2

LEGAL STATUS (Type, Pub Date, Kind, Text):

Application: 011031 A1 Published application with search report

LANGUAGE (Publication,Procedural,Application): English; English; English

FULLTEXT AVAILABILITY:

Available Text	Language	Update	Word Count
CLAIMS A	(English)	200144	977
SPEC A	(English)	200144	5715
Total word count - document A			6692
Total word count - document B			0
Total word count - documents A + B			6692

...CLAIMS of said electronic bond are determined based upon the information of ratings of both the **seller** who has posted said **accounts receivable** and the **buyer** who has posted relevant accounts payable.

4. An electronic commerce method having bond dealing functions...

...representative of that the amount of said electronic bond has been paid and when the **seller** who has posted said **accounts receivable** receives the money, the information on said bond purchaser is preset to a state representative...

...method having bond dealing functions as defined in Claim 1, characterized in that when the **seller** who has posted said **accounts receivable** receives the money due to the payment of said bond **purchaser**, the information on said **accounts receivable** is preset to a state representative of that the bond purchaser has deposited money and when the relevant buyer deposits money to said **seller**, the information on said **accounts receivable** is preset to a state representative of that the buyer has deposited money.

6. An...

23/5,K/2 (Item 2 from file: 348)  
DIALOG(R)File 348:EUROPEAN PATENTS  
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01324435

**Method of determining and financing over a network of accounts receivables**

**Verfahren zur Bestimmung und Finanzierung von ausstehenden Rechnungen über ein Netzwerk**

**Methode de gestion financiere de comptes a recevoir a travers d'un reseau electronique**

**PATENT ASSIGNEE:**

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**INVENTOR:**

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**LEGAL REPRESENTATIVE:**

Loveless, Ian Mark (87731), Reddie & Grose, 16 Theobalds Road, London WC1X 8PL, (GB)

**PATENT (CC, No, Kind, Date): EP 1130529 A1 010905 (Basic)**

**APPLICATION (CC, No, Date): EP 2001300463 010119;**

**PRIORITY (CC, No, Date): US 177729 P 000121; US 178137 P 000126; US 587669 000605**

**DESIGNATED STATES: AT; BE; CH; CY; DE; DK; ES; FI; FR; GB; GR; IE; IT; LI; LU; MC; NL; PT; SE; TR**

**EXTENDED DESIGNATED STATES: AL; LT; LV; MK; RO; SI**

**INTERNATIONAL PATENT CLASS: G06F-017/60**

**ABSTRACT EP 1130529 A1**

A technique of financing over a network of **receivables**. A **seller** takes some action and electronically sends an invoice over a network such as the internet. The invoice is sent to a Clearing Agent who passes the invoice on to the obligor. The obligor has the opportunity to accept, decline or challenge the invoice. If the invoice is not challenged in the specified time, then the seller is notified. If the invoice is accepted by the buyer, then the buyer's credit profile is evaluated, and the invoice becomes a marketable item. After completion, the invoice can be financed. A number of notes are aggregated and placed for financing over a network such as the internet.

**ABSTRACT WORD COUNT: 116**

**NOTE:**

Figure number on first page: 2

**LEGAL STATUS (Type, Pub Date, Kind, Text):**

Application: 010905 A1 Published application with search report

**LANGUAGE (Publication,Procedural,Application): English; English; English**

**FULLTEXT AVAILABILITY:**

Available Text	Language	Update	Word Count
CLAIMS A	(English)	200136	690
SPEC A	(English)	200136	2823
Total word count - document A			3513
Total word count - document B			0
Total word count - documents A + B			3513

**Method of determining and financing over a network of accounts receivables**

...ABSTRACT A1

A technique of **financing** over a network of **receivables**. A **seller** takes some action and electronically sends an invoice over a network such as the internet...

...CLAIMS and

providing financing for said package.

2. A method as in claim 1 wherein said **financing** parts include

**financing** of an **accounts receivable**.

3. A method as in claim 1 wherein said providing financing comprises forming an auction...

23/5,K/3 (Item 1 from file: 349)

DIALOG(R) File 349:PCT FULLTEXT

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00851708

METHOD, APPARATUS AND COMPUTER PROGRAM FOR MANAGING ACCOUNTING SYSTEM  
INTERFACES  
PROCEDE, APPAREIL ET PROGRAMME INFORMATIQUE PERMETTANT DE GERER LES  
INTERFACES D'UN SYSTEME DE COMPTABILISATION

Patent Applicant/Assignee:

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(Nationality)

Inventor(s):

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Legal Representative:

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200184389 A2 20011108 (WO 0184389)

Application: WO 2001IB919 20010430 (PCT/WO IB0100919)

Priority Application: US 2000561654 20000502

Designated States: AU CA JP MX

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Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 11020

English Abstract

French Abstract

Legal Status (Type, Date, Text)

Publication 20011108 A2 With declaration under Article 17(2)(a); without  
abstract; title not checked by the International  
Searching Authority.

Fulltext Availability:

Claims

Claim

1 . A method for managing **trade receivables** credit and collection  
services using an accounts receivable system (10) coupled to a database  
(94...

...Receivable Claims Module and the Maintenance Module to perform the  
required functions online to manage **trade receivables** .

9 A method in accordance with Claim 6 wherein said step of updating various data...

...452), customer identification number (450), and customer purchase order number (458).

14 Apparatus for managing **trade receivables** credit and collection services using an accounts receivable system (10) coupled to a database (94...

...84).

16 An account receivables computer program embodied on a computer readable medium for managing **trade receivables** credit and collection services, comprising:

3 1

a code segment that receives (920) OSB data...segment and said Maintenance code segment to perform the required functions on-line to manage **trade receivables**.

23 The computer program as recited in Claim 16 further includes a code segment that...

...segment and said Maintenance logic segment to perform the required functions on-line to manage **trade receivables**.

36

23/5,K/4 (Item 2 from file: 349)  
DIALOG(R)File 349:PCT FULLTEXT  
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00833779 \*\*Image available\*\*

**A SYSTEM FOR MANAGING INTER-COMPANY SETTLEMENT AND THE METHOD THEREFOR**  
**SYSTEME ET PROCEDE DE GESTION DE REGLEMENT ENTRE SOCIETES**

Patent Applicant/Inventor:

YIM Dong Lyun, 510-301 Daelim-Apartment Mook-1-dong, Chungnang-ku, Seoul 131-141, KR, KR (Residence), KR (Nationality), (Designated only for: US)

Legal Representative:

KIM Young-Chol (agent), 10th Floor, Korea Coal Center, 80-6, Susong-Dong, Chongro-Ku, Seoul 110-727, KR,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200167331 A1 20010913 (WO 0167331)

Application: WO 2001KR369 20010309 (PCT/WO KR0100369)

Priority Application: KR 200012000 20000310; KR 200111094 20010305

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS KE KG KP KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW  
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR  
(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG  
(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW  
(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: G06F-017/60

Publication Language: English

Filing Language: Korean

Fulltext Availability:

    Detailed Description

    Claims

Fulltext Word Count: 11505

English Abstract

The present invention relates to a system for managing the inter-company settlement and the method therefor. The present invention, by implementing, on the bank on-line network, the overall settlement

procedure that selling companies and purchasing companies take for transactions, enables such selling or purchasing companies to manage the inter-company settlement conveniently without adopting credit or note transactions for the collection of sales amount or for the payment of purchase price, etc. According to the present invention, the overall settlement procedure between selling and purchasing companies is conducted entirely on-line. Thus, an embodiment of the present invention will easily minimize the inconvenience accompanying the off-line settlement method such as the complex procedure to pay purchase price and risk of theft or loss, etc., for the benefit of the selling and purchasing companies that utilize the present invention.

#### French Abstract

L'invention concerne un systeme et un procede pour la gestion de reglement entre societes. Le systeme de l'invention, par la mise en oeuvre, sur un reseau bancaire direct, de la procedure de reglement integrale que les societes vendeuses et les societes acheteuses utilisent pour les transactions, permet auxdites societes de gerer correctement le reglement entre societes sans operation de credit ou transaction fiduciaire pour la collecte, entre autres, du montant des ventes ou pour le paiement du prix d'achat. Selon l'invention, la procedure de reglement globale entre les societes vendeuses et acheteuses s'effectue entierement en direct. Ainsi, dans un mode de realisation de l'invention, l'inconvenient associe a la methode de reglement indirect, telle que la procedure complexe qui consiste a payer le prix d'achat et le risque de vol ou de perte, au profit des societes acheteuses et vendeuses utilisant le dispositif et le procede de l'invention, est minimise facilement.

#### Legal Status (Type, Date, Text)

Publication 20010913 A1 With international search report.

Examination 20011220 Request for preliminary examination prior to end of 19th month from priority date

#### Fulltext Availability:

Claims

#### Claim

... said account receivable statement information, and conducting the steps for transferring the amount of the **seller** company's **account receivable** from the **purchaser** company's account to the seller company's account.

9 The inter-company settlement management...

23/5, K/5 (Item 3 from file: 349)

DIALOG(R) File 349:PCT FULLTEXT

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00828001 \*\*Image available\*\*

A SYSTEM FOR MANAGING INTER-COMPANY SETTLEMENT AND THE METHOD THEREFOR  
SYSTEME ET PROCEDE DE GESTION DE REGLEMENTS INTERCOMPAGNIES

Patent Applicant/Inventor:

YIM Dong Lyun, 510-301, Daelim-Apartment, mook-1-dong -, chungnang-ku, Seoul 131-141, KR, KR (Residence), KR (Nationality), (Designated only for: US)

Legal Representative:

KIM Young-chol (agent), 10th Floor, Korea Coal Center, 80-6, Susong-Dong, Chongro-Ku, Seoul 110-727, KR,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200161532 A1 20010823 (WO 0161532)

Application: WO 2001KR219 20010214 (PCT/WO KR0100219)

Priority Application: KR 20007057 20000215; KR 20016687 20010212

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS KE KG KP KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW  
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: G06F-017/00

Publication Language: English

Filing Language: Korean

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 11447

#### English Abstract

The present invention relates to a system for managing inter-company settlement and the method therefor. Whenever an event for managing specifics of the purchase price payment or for requesting prepayment of the purchase price, etc., arises in the purchaser's telecommunication client or the seller's telecommunication client, the present invention coordinates the price management server, the authentication module, the module for managing specifics of the purchase price payment, the module for managing recovery of pre-paid money and the account management module to systematically execute the step of managing specifics of the purchase price payment and the step of managing prepayment of the purchase price, etc. Thus, the present invention enables various purchaser and seller companies to form reliable settlement relationships among them, using the on-line network. According to the present invention, the purchase price that a purchaser company must pay is pre-paid through the bank on-line network. As a result, the purchaser company may conveniently build a settlement relationship with the seller company without incurring separate expenses. Ultimately, the present invention greatly increases the reliability of the settlement system among purchaser companies and seller companies and, thus, minimizes economic damage caused by any chain bankruptcy of companies involved.

#### French Abstract

La presente invention concerne un systeme et un procede de gestion de reglements intercompagnies. A chaque fois qu'un evenement destine a gerer des parametres specifiques du paiement du montant d'achat ou a demander le prepairement du montant d'achat, entre autres, se produit chez le client de telecommunication de l'acheteur ou le client de telecommunication du vendeur, la presente invention coordonne le serveur de gestion de prix, le module d'authentification, le module de gestion de parametres specifiques du paiement du montant d'achat, le module de gestion de recuperation de l'argent prealablement verse et le module de gestion de compte de maniere a executer systematiquement l'etape de gestion de parametres specifiques du paiement du montant d'achat et l'etape de gestion du prepairement du montant d'achat, etc. Ainsi, la presente invention permet a differentes compagnies acheteuses ou vendeuses d'establir entre elles des relations fiables en vue d'un reglement au moyen d'un reseau en ligne. Selon la presente invention, le montant d'achat qu'une compagnie doit payer est prealablement verse par l'intermediaire du reseau bancaire en ligne. En consequence, la compagnie acheteuse peut aisement entrer en relation avec la compagnie vendeuse en vue d'un reglement sans encourir de depenses separees. Finalement, la presente invention augmente considerablement la fiabilite du systeme de reglement entre les compagnies acheteuses et les compagnies vendeuses, ce qui reduit les dommages economiques occasionnes par les faillites en chaine des compagnies impliquees.

#### Legal Status (Type, Date, Text)

Publication 20010823 A1 With international search report.

Examination 20011220 Request for preliminary examination prior to end of 19th month from priority date

#### Fulltext Availability:

Claims

#### Claim

... has occurred from the said telecommunication client of the purchaser

company, transmitting to the said **purchaser** company's telecommunication client an **account receivable** information input message for the inputting of the details regarding the relevant accounts **receivable**; determining...

23/5,K/6 (Item 4 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT  
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00822259 \*\*Image available\*\*

**BUSINESS-TO-BUSINESS ELECTRONIC COMMERCE CLEARINGHOUSE**  
**CHAMBRE DE COMPENSATION POUR TRANSACTIONS DE COMMERCE ELECTRONIQUE**

Legal Representative:

ALBERT Jennifer A (et al) (agent), Hunton & Williams, 1900 K Street, N.W., Washington, DC 20006, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200155887 A1 20010802 (WO 0155887)

Application: WO 2001US2339 20010125 (PCT/WO US0102339)

Priority Application: US 2000493794 20000128

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TT TZ UA UG UZ VN YU ZA ZW  
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR  
(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG  
(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW  
(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: G06F-017/00

International Patent Class: G06F-019/00

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 6708

English Abstract

A business-to-business transaction clearinghouse integrates the traditional point to point business supply chain at the clearinghouse. The clearinghouse provides cost effective access to a wide variety of members (301) and includes value-added services.

French Abstract

L'invention concerne une chambre de compensation pour transactions de commerce electronique qui integre la chaine classique de prestations commerciales point a point, permet d'accéder avec un bon rapport cout-efficacité à un large éventail de membres (301) et offre des services à valeur ajoutée.

Legal Status (Type, Date, Text)

Publication 20010802 A1 With international search report.

Examination 20011129 Request for preliminary examination prior to end of 19th month from priority date

Fulltext Availability:

Claims

Claim

... The network of claim 1 1, wherein the payment service provided by the banking member includes **purchasing account receivables** from the **trading** members, the banking member calculating the amount to pay'for the receivables based on an...member of the network.  
'further comprising purchasing accou

receivables from the second trading member, a value of the account receivables based on an analysis of payment histories of transactions in the network.

22...' The method of...The method of claim 31, wherein the services related to payment

34. processing include the purchase of account receivables .

31

23/5,K/7 (Item 5 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00750415 \*\*Image available\*\*

COMMERCE SYSTEM, METHOD AND ARTICLES UTILIZING OPTION CONTRACT TRANSACTIONS  
PROCEDE, ARTICLES ET PROCEDE DE COMMERCE DANS LESQUELS DES TRANSACTIONS  
CONTRACTUELLES A OPTION SONT UTILISEES

Patent Applicant/Inventor:

REDDING John D, 250 Haven Road, Franklin Lakes, NJ 07417, US, US  
(Residence), US (Nationality)

Legal Representative:

ZITKOVSKY Ivan D (agent), Wolf, Greenfield & Sacks, P.C., 600 Atlantic  
Avenue, Boston, MA 02110, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200063795 A2 20001026 (WO 0063795)

Application: WO 2000US10858 20000421 (PCT/WO US0010858)

Priority Application: US 99130581 19990421; US 99130862 19990422

Designated States: AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK EE  
ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT  
LU LV MD MG MK MN MW NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT  
UA UG US UZ VN YU ZA ZW  
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE  
(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG  
(AP) GH GM KE LS MW SD SL SZ TZ UG ZW  
(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: G06F-017/00

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 11527

English Abstract

A computer-based system, arranged for communication with several user interfaces, enables an entity to create a current asset based on the entity's expected commercial activities. Using a computer interface, the entity grants to a grantee a cross purchase option contract and, using a grantee interface, the grantee provides to the entity consideration having a value agreed to have a specified relationship to the value of the cross purchase option contract. The cross purchase option contract has terms and conditions such that the entity is not required, under applicable accounting rules, to record a liability from the grant of the option contract. Alternatively, by using a computer interface, the entity grants to a grantee a cross sell option contract and, using a grantee interface, the grantee provides to the entity consideration having a value agreed to have a specified relationship to the value of the cross sell option contract. The cross sell option contract has terms and conditions such that the entity is not required, under applicable accounting rules, to record a liability from the grant of the option contract.

French Abstract

Un systeme informatique conçu pour communiquer avec plusieurs interfaces d'utilisateur, permet à une entité de créer un actif circulant basé sur les activités commerciales prévues d'une entité. Au moyen d'une interface d'utilisateur, l'entité octroie à un bénéficiaire un contrat à option d'achat croisé et, au moyen d'une interface de bénéficiaire, le

beneficiaire fournit a l'entite une contrepartie ayant une valeur determinee comme ayant une relation specifique avec la valeur du contrat a option d'achat croise. Selon les termes et conditions du contrat a option d'achat croise, l'entite n'est pas tenue, selon les regles de comptabilite applicables, d'enregistrer un passif a partir de l'octroi du contrat a option. Autrement, en utilisant une interface d'utilisateur, l'entite octroie a un beneficiaire un contrat a option de vente croisee et, au moyen d'une interface de beneficiaire, le beneficiaire fournit a l'entite une contrepartie ayant une valeur determinee comme ayant une relation specifique avec la valeur du contrat a option de vente croisee. Selon les termes et conditions du contrat a option de vente croisee, l'entite n'est pas tenue, selon les regles de comptabilite applicables, d'enregistrer un passif a partir de l'octroi du contrat a option.

Legal Status (Type, Date, Text)

Publication 20001026 A2 Without international search report and to be republished upon receipt of that report.

Examination 20001228 Request for preliminary examination prior to end of 19th month from priority date

Correction 20010315 Corrected version of Pamphlet: page 20, description, replaced by a new page 20; page 5/10, drawings, replaced by a new page 5/5; after rectification of obvious errors as authorized by the International Searching Authority; pages 1/10-4/10 and 6/10-10/10, drawings, replaced by new pages 1/5-4/5; due to late transmittal by the receiving Office

Republication 20010315 A2 Without international search report and to be republished upon receipt of that report.

Fulltext Availability:

Claims

Claim

... The method of claim 1 further including purchasing by a financial institution a portion of **trade receivables** from said entity, the **trade receivables** being generated by satisfying the option contract.

17 A method for recovery of an asset...

...The method of claim 20 further including purchasing by a financial institution a portion of **trade receivables** from said entity, the **trade receivables** being generated by satisfying the option contract.

36 A method for recovery

23/5,K/8 (Item 6 from file: 349)

DIALOG(R) File 349:PCT FULLTEXT

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00574703 \*\*Image available\*\*

ABBREVIATING AND CONDENSING TEXT IN COMPUTER SOFTWARE

ABREVIATION ET CONDENSATION DE TEXTE DANS UN LOGICIEL

Patent and Priority Information (Country, Number, Date):

Patent: WO 200038076 A1 20000629 (WO 0038076)

Application: WO 99IN64 19991116 (PCT/WO IN9900064)

Priority Application: IN 98827 19981221

Designated States: CA AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

Main International Patent Class: G06F-015/00

International Patent Class: G06F-007/00; G06F-017/00; G06F-017/21; G06F-017/24; G06F-017/27

Publication Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 28220

English Abstract

This invention relates to text abbreviation methods in computer

software. In particular, abbreviation of text into predetermined field widths (with single or multiple rows) or files, utilizing an operating system (121), an application program (122), and an abbreviation control data program (123), along with combinations of prioritized shortening methods in preference to or in addition to glossaries of acronyms and word abbreviations using an abbreviation function (127) are disclosed. The special handling of segments of input contained within pairs of pre-defined characters, as well as omission of spaces, and conversion of enumeration word or word sequences to numbers utilizing an abbreviation data file (124), a parameters sets file (125), and a parameters list (126), are also disclosed. The omission of spaces and phonetically less significant characters condenses word sequences, which saves display space and enables the use of larger type sizes.

#### French Abstract

L'invention concerne des procedes d'abreviation de texte dans un logiciel. L'invention concerne plus particulierement l'abreviation de texte selon des largeurs de zones predeterminees (avec des rangees simples ou multiples) ou de fichiers, a l'aide d'un systeme d'exploitation (121), d'un programme d'application (122) et d'un programme de donnees de commande d'abreviation (123) ainsi que des combinaisons de procedes permettant de raccourcir le texte preferes au detriment de ou en sus de glossaires classiques d'acronymes et d'abreviation de mots grace a une fonction d'abreviation (127). Ces procedes consistent a manipuler des segments d'entree se trouvant dans des paires de caracteres predefinis, a omettre les espaces ou la ponctuation predefinie, a convertir une enumeration de mots ou une sequence de mots en nombres utilisant un fichier donnees d'abreviation (124). L'invention concerne aussi un fichier de jeux de parametres (125) et une liste de parametres (126). L'omission d'espaces et des caracteres moins signifiants en termes de phonetique permettent d'economiser de l'espace d'affichage et d'utiliser des equipements de dimensions plus grandes.

#### Fulltext Availability:

Claims

#### Claim

... Of \$

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1998 1997

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Cash, cash equivalents and restricted cash 90 40

Investment securities available for **sale** at fair - 13  
value

**Accounts Receivable** 206 97

Inventories, at cost 5 3

Prepaid expenses and other assets 15 16

Total...

29/3/1 (Item 1 from file: 348)  
DIALOG(R) File 348:EUROPEAN PATENTS  
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01339671

ELECTRONIC FACTORING  
ELEKTRONISCHES FAKTORING  
AFFACTURAGE ELECTRONIQUE  
PATENT ASSIGNEE:

Profitscape.com, Inc., (3413190), 6225 South Industrial Road, Las Vegas,  
NV 89118, (US), (Applicant designated States: all)

INVENTOR:

TREIDER, Kevin, C. , 7418 Abbeyville Lane, Las Vegas, NV 89119, (US)  
BORGES, Julie, M. , 1339 Finale Lane, Las Vegas, NV 89119, (US)

PATENT (CC, No, Kind, Date):

WO 200158242 010816

APPLICATION (CC, No, Date): EP 2001909156 010212; WO 2001US4515 010212

PRIORITY (CC, No, Date): US 182017 P 000211; US 206847 P 000523

DESIGNATED STATES: AT; BE; CH; CY; DE; DK; ES; FI; FR; GB; GR; IE; IT; LI;  
LU; MC; NL; PT; SE; TR

EXTENDED DESIGNATED STATES: AL; LT; LV; MK; RO; SI

INTERNATIONAL PATENT CLASS: G06F-017/00

LANGUAGE (Publication,Procedural,Application): English; English; English

29/3/2 (Item 2 from file: 348)  
DIALOG(R) File 348:EUROPEAN PATENTS  
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01176125

ELECTRONIC FACTORING  
ELEKTRONISCHE BEARBEITUNG  
AFFACTURAGE ELECTRONIQUE  
PATENT ASSIGNEE:

ProfitScape, Inc., (3412020), 6225 South Industrial Road, Las Vegas,  
Nevada 89118, (US), (Applicant designated States: all)

INVENTOR:

FREIDER, Kevin C., 1100 Rhode Island N.E., Albuquerque, NM 87110, (US)  
BORGES, Julie M. , 1339 Finale Lane,, Las Vegas, NV 89119, (US)

LEGAL REPRESENTATIVE:

Lindner, Michael, Dipl.-Ing. et al (80041), Witte, Weller & Partner,  
Patentanwalte, Postfach 105462, 70047 Stuttgart, (DE)

PATENT (CC, No, Kind, Date): EP 1145097 A2 011017 (Basic)

WO 200033158 000608

APPLICATION (CC, No, Date): EP 99967153 991123; WO 99US28076 991123

PRIORITY (CC, No, Date): US 109600 P 981123; US 113144 P 981217

DESIGNATED STATES: AT; BE; CH; CY; DE; DK; ES; FI; FR; GB; GR; IE; IT; LI;  
LU; MC; NL; PT; SE

EXTENDED DESIGNATED STATES: AL; LT; LV; MK; RO; SI

INTERNATIONAL PATENT CLASS: G06F-001/00

NOTE:

No A-document published by EPO

LANGUAGE (Publication,Procedural,Application): English; English; English

29/3/3 (Item 3 from file: 348)  
DIALOG(R) File 348:EUROPEAN PATENTS  
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00963748

DATA COMPARISON AND MATCHING METHOD AND APPARATUS  
PROCEDE ET DISPOSITIF DE COMPARAISON ET DE MISE EN CORRESPONDANCE DE  
DONNEES

PATENT ASSIGNEE:

Small World Game, Inc., (2565180), 1100 Rhode Island, N.E., Albuquerque,  
NM 87110, (US), (Applicant designated States: all)

Treider, Kevin C., (2565190), 1100 Rhode Island, N.E., Albuquerque, NM  
87110, (US), (Applicant designated States: all)

INVENTOR:

TREIDER, Kevin, C. , 1100 Rhode Island, N.E., Albuquerque, NM 87110, (US)

REILLY, Michael, J., 1100 Rhode Island, N.E., Albuquerque, NM 87110, (US  
PATENT (CC, No, Kind, Date):

WO 9824031 980604

APPLICATION (CC, No, Date): WO 97948583 971126; WO 97US21853 971126

PRIORITY (CC, No, Date): US 31497 P 961127; US 52337 P 970711

DESIGNATED STATES: AT; BE; CH; DE; DK; ES; FI; FR; GB; GR; IE; IT; LI; LU; MC; NL; PT; SE

INTERNATIONAL PATENT CLASS: G06F-013/00

LANGUAGE (Publication, Procedural, Application): English; English; English

**29/3/4 (Item 1 from file: 349)**

DIALOG(R) File 349:PCT FULLTEXT

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00826564

**ELECTRONIC FACTORING**

**AFFACTURAGE ELECTRONIQUE**

Patent Applicant/Assignee:

PROFITSCAPE COM INC, 6225 South Industrial Road, Las Vegas, NV 89118, US, US (Residence), US (Nationality), (For all designated states except: US)

Patent Applicant/Inventor:

TREIDER Kevin C , 7418 Abbeyville Lane, Las Vegas, NV 89119, US, US (Residence), US (Nationality), (Designated only for: US)

BORGES Julie M , 1339 Finale Lane, Las Vegas, NV 89119, US, US (Residence), US (Nationality), (Designated only for: US)

Legal Representative:

HUNT Dale C (agent), Knobbe, Martens, Olson & Bear, LLP, 16th Floor, 620 Newport Center Drive, Newport Beach, CA 92660, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200158242 A2 20010816 (WO 0158242)

Application: WO 2001US4515 20010212 (PCT/WO US0104515)

Priority Application: US 2000182017 20000211; US 2000206847 20000523

Designated States: AE AG AL AM AT AT (utility model) AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ CZ (utility model) DE DE (utility model) DK DK (utility model) DM DZ EE EE (utility model) ES FI FI (utility model) GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SK (utility model) SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW  
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR  
(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG  
(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW  
(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 19756

**29/3/5 (Item 2 from file: 349)**

DIALOG(R) File 349:PCT FULLTEXT

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00569785

**ELECTRONIC FACTORING**

**AFFACTURAGE ELECTRONIQUE**

Patent Applicant/Assignee:

TREIDER Kevin,

BORGES Julie,

Inventor(s):

TREIDER Kevin ,

BORGES Julie

Patent and Priority Information (Country, Number, Date):

Patent: WO 200033158 A2 20000608 (WO 0033158)

Application: WO 99US28076 19991123 (PCT/WO US9928076)

Priority Application: US 98109600 19981123; US 98113144 19981217  
Designated States: AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK EE  
ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT  
LU LV MD MG MK MN MW NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT  
UA UG US UZ VN YU ZA ZW GH GM KE LS MW SD SL SZ TZ UG ZW AM AZ BY KG KZ  
MD RU TJ TM AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE BF BJ  
CF CG CI CM GA GN GW ML MR NE SN TD TG

Publication Language: English

Fulltext Word Count: 9286

9/5/2 (Item 1 from file: 583)  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
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09573219  
Sumitomo Mitsui Banking to merge **factoring** units' sales **networks**  
JAPAN: SUMITOMO MITSUI INTEGRATES FACTORING SALES  
Nikkei Net Interactive (ATM) 01 Aug 2001 NihonKeizai Shimbun Online  
Language: ENGLISH

Sales **networks** of two Japanese **factoring** firms affiliated with Sumitomo Mitsui Banking Corp (Sumitomo Mitsui), namely, Sakura Factors Co and Sumigint General Finance Co will be integrated. Through the move, Sumitomo Mitsui aims to beef up its accounts receivable procurement and **guaranteeing** operations, as the two affiliates will mutually access to common customer information and share workforce. Despite the integration in sales networks, management operations of the two firms will be independently handled.

COMPANY: SUMITOMO MITSUI BANKING; SAKURA FACTORS; SUMIGIN GENERAL FINANCE  
PRODUCT: Finance Leasing (6159); Retail Banking Services (6006); Clearing Banks (6010CB); Commercial Banks (6020);  
EVENT: Acquisitions & Mergers (15); Planning & Information (22);  
COUNTRY: Japan (9JPN);

9/5/3 (Item 2 from file: 583)  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
(c) 2001 The Gale Group. All rts. reserv.

09561221  
Gerling Namur veut construire une offre globale  
FRANCE: GERLING NAMUR'S STRATEGY  
Le MOCI (XNI) 05 Jul 2001 p.83  
Language: FRENCH

Gerling Namur is the subsidiary of the Gerling **Credit Insurance** group which is active on the life **insurance** markets in France, the United Kingdom, and the Benelux countries. The company ranks third in France, behind Sfac and Coface, with a turnover of EUR 30.58bn, of which 25% is from exports, and which collects EUR 90mn in premiums. The companies four areas of growth are the expansion of its offer by integrating the various businesses linked to client management (**credit insurance** debt management, collection, and **factoring**), international expansion, development of **Internet** tools, and the quality of service.

COMPANY: GERLING NAMUR  
EVENT: Planning & Information (22);  
COUNTRY: France (4FRA);

9/5/4 (Item 3 from file: 583)  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
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09523861  
CREDIT MANAGEMENT EXPORT  
FRANCE: MANAGERS OF INTERNET AND CLIENTS  
Le MOCI (XNI) 19 Apr 2001 p.40-42,43  
Language: FRENCH

The development of the Internet has led those managing clients (**credit insurance** and **factoring**) to create new tools and new services and to re-energise their marketing policy. Coface will offer less expensive rates on Internet, an @rating and Pack credit **guarantee** rating, a joint product with SCRL which includes information, collection, and **credit insurance**.

Euler offers global **credit insurance** policies for marketplace organisers and is beginning to introduce packaged solutions. There are more extensive functions available on the Internet than on the Minitel. In the information and collection sector, the players positioned on added value services have developed services on the **Internet**. For **factoring**, **Internet** also offers on - line consultation and follow-up of client portfolios and accounts. In this domain, the purpose of geclic.com which GE Capital Finance launched in March 2001 is to enable its clients to obtain information which is vital for them.

COMPANY: COFACE; EULER; GE CAPITAL FINANCE

PRODUCT: Database Vendors (7375);  
EVENT: Market & Industry News (60);  
COUNTRY: France (4FRA);

9/5/5 (Item 4 from file: 583)  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
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06132443  
Affacturage: changement d'image  
FRANCE: MAJOR POINTS OF THE MARKET OF FACTORING  
Le Figaro (XMV) 27 Mar 1995 p.24  
Language: FRENCH

Even if it is still considered an expensive service, the market of factoring is increasing in France. The service more often asked by companies is debt financing but companies now resort less to factoring in order to recover than to **ensure** their development. Since **factoring** companies are part of international **networks**, they have clients among exporting companies. At the same time, factoring companies that are subsidiaries of banks register a higher increase in business than independent companies because banks tend to incite their clients to resort to factoring. In 1994, the French factoring market increased by 24% to FF 129.2bn. Factofrance Heller ranks first in this market, with a business of FF 42.8bn. Number two is SFF with FF 23.2bn, followed by Slifac (FF 11.88bn).

COMPANY: SLIFAC; SFF; FACTOFRANCE HELLER  
PRODUCT: Finance Leasing (6159);  
EVENT: Sales & Consumption (65); Company Reports & Accounts (83); Market & Industry News (60);  
COUNTRY: France (4FRA);

12/5/6 (Item 1 from file: 583)  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
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06222635  
Arab-Malaysian puts market rates on the Net  
MALAYSIA: ARAB-MALAYSIAN'S DATA ON INTERNET  
Business Times Malaysia (XAR) 01 Nov 1995 P.15  
Language: ENGLISH

In Malaysia, Arab-Malaysian Banking Group has put foreign exchange rates and daily Arab-Malaysian Money Market on the Internet Homepage. The bank has also added an advertisement on **factoring** services on the **Internet**. Arab-Malaysian's Internet addresses are as follows: - <http://www.jaring.my/at-asia/ambg.html> - <http://www.mol.usa.com/ambg.html> - <http://www.mol.com.my/ambg/ambg.html>

COMPANY: ARAB-MALAYSIAN BANKING GROUP

EVENT: Plant/Facilities/Equipment (44);  
COUNTRY: Malaysia (9MAO);

12/5/7 (Item 2 from file: 583)  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
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05961478  
Global turnover of factoring industry down 1.3pc  
SINGAPORE: 1.3% DROP IN FACTORING TURNOVER  
Business Times (XBA) 24 Mar 1994 p.18  
Language: ENGLISH

In Singapore, it was reported that Factors Chain International (FCI) indicated the international turnover of the factoring sector fell by 1.3% to USD 261 bn (SD 417.6 bn) in 1993. FCI registered a USD 111 bn factoring volume in 1993. The amount was derived from 102 factoring firms in 37 nations. FCI is an international **network** of **factoring** firms.

COMPANY: FCI; FACTORS CHAIN INTL

PRODUCT: Finance Leasing (6159);  
EVENT: Market & Industry News (60);  
COUNTRY: Singapore (9SIN); General Worldwide (0W);

12/5/9 (Item 4 from file: 583)  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
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05722103  
Management (The Growing Business)  
WORLD - FACTORING VOLUMES STAGNATE  
Financial Times (C) 1992 (FT) 2 March 1993 p11

Worldwide factoring volumes stagnated in 1992, according to Factors Chain International, an international **network** of **factoring** companies. The turnover of companies making use of factoring was Dollars 264bn (Pounds 174bn), against Dollars 266bn for 1991. Factoring activity declined in Europe from Dollars 165bn to Dollars 151bn but increased in the Americas from Dollars 73bn to Dollars 79bn and in Asia from Dollars 26bn to Dollars 32bn. The Association of British Factors and Discounters, representing all the large UK factors, reported last month that business in the UK had increased by 13 per cent to Pounds 16bn in 1992.\*\*  
Copyright: Financial Times Ltd 1992

PRODUCT: Project Finance (6020PF);  
EVENT: MARKET & INDUSTRY NEWS (60);

COUNTRY: Earth - Planet (0W); United Kingdom (4UK); OECD Europe (415); European Economic Community Countries (419); NATO Countries (420); South East Asia Treaty Organisation (913);

12/5/11 (Item 6 from file: 583)  
DIALOG(R) File 583:Gale Group Globalbase(TM)  
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04188601  
COMPUTERS WIDELY USED IN FACTORING  
UK - COMPUTERS WIDELY USED IN FACTORING  
Financial Times (C) 1991 (FT) 4 April 1991 p29

United Kingdom: this article, part of a five page Financial Times survey on Factoring reports in detail on how computers are being used widely - but with considerable caution. The factoring industry is ideally suited to the use of computerised systems. The factors handle hundreds of thousands of their clients' invoices daily and need to match transactions done against the credit limits they have set. Computers are in widespread use, for in-house purposes, for liaising with clients and for handling clients' international transactions. However, the potential for fraud and uncertainty in the minds of some factors about the legal status of electronic transactions prompted some in the industry to act with caution. Lombard NatWest Commercial Services appears to be the furthest advanced with Factornet, an electronic data interchange (EDI) system introduced in January 1990. Most of the other factors keep in touch with their clients through the Viewdata system. The article looks in detail at **factoring networks**, at their systems and at the improved and sophisticated communications obtainable from them. The article concludes that if legal and technical issues can be solved there is undoubtedly scope for further considerable cost savings and improvements in the quality of service offered by the factoring industry. (Abstract. Copyright The Financial Times Limited 1991)\*\*

Copyright: Financial Times Ltd 1991

PRODUCT: Electronic Banking Services (6005); Financial Software (7372FS); CAD/CAM Mechanical Software (COSW);  
EVENT: MARKET & INDUSTRY NEWS (60);  
COUNTRY: United Kingdom (4UK); OECD Europe (415); NATO Countries (420); South East Asia Treaty Organisation (913);

12/5/12 (Item 7 from file: 583)  
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00552429  
SECURITY PACIFIC ACQUIRES ANGLO FACTORING SERVICES  
UK - SECURITY PACIFIC ACQUIRES ANGLO FACTORING SERVICES  
Lloyds List (LL) 3 October 1986 p10

Security Pacific Eurofinance has acquired Anglo Factoring Services, which markets a full range of factoring and receivables financing services. Security Pacific Eurofinance plans to develop a **factoring network** in France, Belgium, W Germany and Netherlands, capitalising on Anglo's sophisticated computerised sales ledger systems.

PRODUCT: Nonbank Credit Institutions (6100);  
EVENT: COMPANIES ACTIVITIES (10);  
COUNTRY: European Community (4EC); United Kingdom (4UK); OECD Europe (415); European Economic Community Countries (419); NATO Countries (420); South East Asia Treaty Organisation (913);

16/5/1 (Item 1 from file: 583)  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
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09541895  
Asahi Bank, Digital Garage to offer fast net payment collection  
JAPAN: DIGITAL, ASAHI TO COLLECT ONLINE PAYMENT FAST  
Nikkei Net Interactive (ATM) 07 Jun 2001 NihonKeizai Shimbun Online  
Language: ENGLISH

A service allowing online purchase payment via credit cards to be collected fast will be launched in Japan in June 2001 under a joint effort between Digital Garage Inc (Digital) and Asahi Bank (Asahi). Under the plan, the two firms aim to offer the service in mid-June 2001 for online auctions to be held by Yahoo Japan Corp, a major Japanese Internet-based auctioneer. Collection of payments for online transactions under the service will take only one of two days, compared to other collection services currently available that take over one month for payments collection. The two firms plans to **purchase account receivable** from **online** retailers and subsequently remit payments to retailers' bank accounts. A commission of 2% from retailers having Asahi Net banking accounts will be charged for the service, while other retailers will have to pay 4% commission from the sales price.

COMPANY: DIGITAL GARAGE; ASAHI BANK; YAHOO JAPAN  
EVENT: Company Formation (14);  
COUNTRY: Japan (9JPN);

16/5/2 (Item 2 from file: 583)  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
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09356899  
Sakura Bank to offer factoring service for online traders  
JAPAN: FACTORING SERVICE BY SAKURA BANK  
Nikkei Net Interactive (ATM) 01 Sep 2000 NihonKeizai Shimbun, online  
Language: ENGLISH

Targeting at online traders in Japan, a factoring service will be introduced by end-2000 by Sakura Bank. The service will be offered as Sakura sees opportunity arising from online transactions, of which companies will likely seek for factoring support as they bear risks while judging creditworthiness of their customers. Via the service, **accounts receivable** from **online traders** will be acquired by Sakura Bank, with payments to be subsequently collected by the bank from online buyers. Credit standing of online buyers will be used by Sakura Bank to determine on fee and maximum sum of receivables bought.

COMPANY: SAKURA BANK  
PRODUCT: Finance Leasing (6159); Retail Banking Services (6006); Clearing Banks (6010CB); Commercial Banks (6020);  
EVENT: Product Design & Development (33); Planning & Information (22);  
COUNTRY: Japan (9JPN);

16/5/3 (Item 1 from file: 2)  
DIALOG(R)File 2:INSPEC  
(c) 2001 Institution of Electrical Engineers. All rts. reserv.

02910566 INSPEC Abstract Number: D87001749  
**Title: Systems installation: one company's experience (accounting system)**  
Author(s): Leone, B.P.; Robe, T.S.  
Journal: Management Accounting vol.68, no.11 p.34-7  
Publication Date: May 1987 Country of Publication: USA  
CODEN: MGACBD ISSN: 0025-1690  
U.S. Copyright Clearance Center Code: 0025-1690/87/\$1.00+.10

Language: English Document Type: Journal Paper (JP)

Treatment: General, Review (G)

Abstract: To solve its accounting problems GESCO needed a system with built-in controls, audit trails, and the ability to convert easily from its current system to a new one. The system they selected was the Solomon III accounting system running general ledger, accounts payable, **accounts receivable**, **purchasing**, **sales** analysis, and inventory in a **network** of IBM microcomputers using Novell Netware as the local area network operating system. In addition, they ran the Solomon III fixed asset system on a standalone basis outside the network because of the large size of their fixed asset inventory. (0 Refs)

Subfile: D

Descriptors: accounting

Identifiers: accounting; GESCO; built-in controls; audit trails; Solomon III accounting system; general ledger; accounts payable; accounts receivable; purchasing; sales analysis; inventory; IBM microcomputers; Novell Netware; local area network operating system; fixed asset system; fixed asset inventory

Class Codes: D2050B (Accounting)

16/5/4 (Item 1 from file: 233)

DIALOG(R)File 233:Internet & Personal Comp. Abs.

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00630790 01CR05-307

**B2Bs tackle online payment -- Maturing technology provides opportunity for integrators**

Rogers, Amy

Computer Reseller News , May 28, 2001 , n947 p74, 1 Page(s)

ISSN: 0893-8377

Languages: English

Document Type: Articles, News & Columns

Geographic Location: United States

Covers the proceedings of the Ground Zero '5 conference devoted to the state of the business-to-business (B2B) market. Reports B2B transaction sites are exploring ways to wrap support for electronic bill presentment and payment (EBPP) around their electronic commerce functionality. Says that companies feel safest working through banks to handle the payment portion of B2B transactions. Mentions that as EBPP matures, opportunity abounds for integrators to guide clients through the complexities of implementing online payment systems. Notes that FinancialSettlementMatrix.com and SurePay of Aliso Viejo, CA, hope to entice B2B exchanges to tap them to take over EBPP. Explains that SurePay is in partnership discussions with consulting and electronic services companies Andersen, KPMG Consulting, and PricewaterhouseCoopers. Includes a sidebar. (MEM)

Descriptors: Business-to-Business Commerce; Secure Electronic Transaction; Online Transaction Processing; Trading Exchanges ; Accounts Payable; Accounts Receivable ; Online Systems

16/5/5 (Item 2 from file: 233)

DIALOG(R)File 233:Internet & Personal Comp. Abs.

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00180079 88CR11-002

**MicroAge sets credit unit Offers financing programs, reduces some prices**

Senia, Al

Computer Reseller News , November 7, 1988 , n285 p1, 243

Languages: English

Document Type: Feature Articles and News

Geographic Location: United States

Reports that MicroAge Inc. has introduced to its **network** an inventory and **accounts - receivable** financing program designed to shore up its competitive position against other major chains and to aid its U.S. franchise network in landing large corporate sales. As part of the effort, MicroAge will join with ITT Commercial Financing Corp. to form MicroAge Commercial Credit. The new entity will initially extend about \$8 million in

credit to the MicroAge network by guaranteeing a \$50,000 credit line to each of 165 franchisees with a good credit standing. (lal)

Descriptors: Sales; Strategy; Corporate Information

Identifiers: MicroAge; ITT Commercial Financing; MicroAge Commercial Credit

16/5/6 (Item 3 from file: 233)

DIALOG(R)File 233:Internet & Personal Comp. Abs.

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00162791 88CR02-112

**Entre signs new financing deals, adds Amdek line**

Pang, Albert

Computer Reseller News , Feb 08 1988 , n245 p8, 1 Pages

ISSN: 0744-673X

Languages: English

Document Type: News

Geographic Location: United States

Reports that Entre Computer Centers Inc. has reached financial arrangements separately with Transamerica Commercial Financial Corp. and with Chrysler First Wholesale Credit Corp. The two financing companies will be offering **financing** on inventory and **accounts receivable** for the entire Entre **network** . Entre has also added a full line of CPU's from Amdek Corp., including the Amdek Systems 88, 286, and 386. (tjm)

Descriptors: FUNDING

Identifiers: Entre Computer Centers; Transamerica Commercial Finance; Chrysler First Wholesale Credit; Amdek

7/5/1 (Item 1 from file: 256)  
DIALOG(R)File 256:SoftBase:Reviews,Companies&Prods.  
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02379344 DOCUMENT TYPE: Company

**Distinctive Solutions Corp (379344)**  
555 Chorro St #B  
San Luis Obispo, CA 93405 United States  
TELEPHONE: (805) 544-8327  
FAX: (805) 544-3905  
HOMEPAGE: <http://www.dissol.com>  
EMAIL: bert@dissol.com

RECORD TYPE: Directory

CONTACT: Sales Department

ORGANIZATION TYPE: Corporation  
EQUITY TYPE: Private  
STATUS: Active

Distinctive Solutions Corporation has been providing quality software to the commercial finance industry since 1982. It is one of the world's largest providers of **factoring** software designed for community banks and commercial factors that purchase accounts receivables from their clients. Its Asset Based **Lending** system is designed for lenders that use invoices, as well as other collateral, to help support the loan balance. Distinctive Solutions also offers a complete turnkey package including training courses, legal documentation, and marketing material for banks and individuals looking to enter **factoring**.

NUMBER OF EMPLOYEES: 12

SALES: NA

DATE FOUNDED: 1982

PERSONNEL: Goldberg, Bert, President

DESCRIPTORS: Loan Management; Financial Institutions  
REVISION DATE: 19990802

7/5/2 (Item 2 from file: 256)  
DIALOG(R)File 256:SoftBase:Reviews,Companies&Prods.  
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01645265 DOCUMENT TYPE: Product

PRODUCT NAME: FACTOR/PC 3.72 (645265)

Distinctive Solutions Corp (379344)  
555 Chorro St #B  
San Luis Obispo, CA 93405 United States  
TELEPHONE: (805) 544-8327

RECORD TYPE: Directory

CONTACT: Sales Department

FACTOR/PC 3.72 handles all phases of a **factoring** and accounts receivable purchasing operation where the **lending** institution purchases the invoices from a client and advances money based on various parameters. Features include: (1) fee calculation by rate table or interest rate/invoice or schedule; (2) holdback of reserves; (3) recourse or non-recourse financing; (4) comprehensive credit and concentration analysis; (5) unlimited notes per debtor and invoice; (6) designed to facilitate telephone verifications; (7) duplicate invoice Id checking; (8) skipped invoice checking; (9) user defined tickler system for client to-dos or debtor call-backs; (10)

debtor/billing statements; (11) late fees charged to debtors; (12) word processor for notification and past due letters; (13) comprehensive collection module; (14) EDI interface for importing invoices and payments; (15) multiple company capability; (16) G/L interface; (17) full security including a client dial-in capability; (18) accrued and earned fees calculated; (19) help screens; (20) pop-up alpha search screens; (21) add-it-now functions; (22) client/server architecture; and (23) easy to use.

DESCRIPTORS: Banks; Financial Institutions; Loan Management; Billing; Foreign Language Packages

HARDWARE: IBM PC & Compatibles

OPERATING SYSTEM: MS-DOS; Windows; Windows NT/2000; NetWare

PROGRAM LANGUAGES: Not Available

TYPE OF PRODUCT: Micro

POTENTIAL USERS: Factors, Banks, Commercial Finance Companies

DATE OF RELEASE: 01/90

PRICE: \$7,500; \$9,500 - 1-5 users; \$15,000 - 11-20 users; annual maintenance - 15% of license; demo disk available

NUMBER OF INSTALLATIONS: 350

DOCUMENTATION AVAILABLE: User manuals; online documentation

TRAINING AVAILABLE: Training; technical support; telephone support; support contracts available

OTHER REQUIREMENTS: 4MB RAM; networks - Advantage Database Server from Extended Systems required

SERVICES AVAILABLE: Consulting; conversion

REVISION DATE: 011012

7/5/3 (Item 3 from file: 256)

DIALOG(R)File 256:SoftBase:Reviews,Companies&Prods.

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01055191 DOCUMENT TYPE: Product

PRODUCT NAME: FACTOR/SQL 1.1 (055191)

Distinctive Solutions Corp (379344)  
555 Chorro St #B  
San Luis Obispo, CA 93405 United States  
TELEPHONE: (805) 544-8327

RECORD TYPE: Directory

CONTACT: Sales Department

FACTOR/SQL 1.1 from Distinctive Solutions handles all aspects for **factoring** accounts receivables to determine their value. **Lending** institutions can utilize the program to evaluate a company's receivables based on many important financial variables such as client payment history, invoicing, and collection activity. FACTOR/SQL calculates holdback of reserves, interest rates, and accrued fees. It works in conjunction with a company's general ledger to provide a comprehensive system of checks and balances while analyzing credit worthiness and credit history.

DESCRIPTORS: Financial Institutions; Accounts Receivable; Billing; Loan Processing; Collections Management; Amortization; Credit Analysis; Banks

HARDWARE: IBM PC & Compatibles

OPERATING SYSTEM: Windows; Windows NT/2000; NetWare

PROGRAM LANGUAGES: SQL

TYPE OF PRODUCT: Micro

POTENTIAL USERS: Lenders, Financial Institutions

DATE OF RELEASE: 01/2000

PRICE: \$9,500 and up; six to 10 users - \$20,000; annual maintenance - 15 percent of fee; remote demo available

DOCUMENTATION AVAILABLE: User manuals; online documentation  
TRAINING AVAILABLE: Training; technical support; telephone support  
OTHER REQUIREMENTS: 32MB RAM required  
SERVICES AVAILABLE: Consulting; conversion  
REVISION DATE: 000000

**7/5/4 (Item 4 from file: 256)**  
DIALOG(R)File 256:SoftBase:Reviews,Companies&Prods.  
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00067155 DOCUMENT TYPE: Review

PRODUCT NAMES: Supply Chain Management (519669)

TITLE: DRP Software Helps Schering-Plough Meet Kmart Goals  
AUTHOR: Staff  
SOURCE: Managing Automation, v9 n7 p60(1) Jul 1994  
ISSN: 0089-3805  
HOMEPAGE: <http://www.managingautomation.com>

RECORD TYPE: Review  
REVIEW TYPE: Product Analysis  
GRADE: Product Analysis, No Rating

A supplier of pharmaceutical products to retail stores needed to reduce inventory, while still **ensuring** a steady in-store stock. The company utilized distribution requirements planning (DRP) software as a key element in its inventory reduction process. The facility utilizes Manugistic's Supply Chain Management software to keep tight control over inventory levels. The system ties the production data directly to a major retail chain in a quick-response technique for maintaining in-store stock. The company starts with a forecasting model that interfaces with their own manufacturing facilities, forecasting the customer's needs and creating a net forecast of product requirements. The software draws on historical data to set inventory levels, while **factoring** in price changes and sales promotions.

COMPANY NAME: Manugistics Inc (118800)  
DESCRIPTORS: Distribution Management; Distributors; Forecasting; Material Control; Manufacturing; Business Planning  
REVISION DATE: 19980530

**7/5/5 (Item 1 from file: 278)**  
DIALOG(R)File 278:Microcomputer Software Guide  
(c) 2001 Reed Elsevier Inc. All rts. reserv.

0012883  
0012883XX STATUS: ACTIVE ENTRY

**TITLE: Complete Algebra**

RELEASE DATE: 1999

COMPATIBLE HARDWARE: IBM PC family and compatibles; Windows  
OPERATING SYSTEM(S) REQUIRED: Windows 3.1 or higher

PRICE INFORMATION:

CD-ROM 49.95, DCD3000W-SS

ANNOTATION: On-line self-help tutorials offer the student over 100 key subject areas with over 1,000 practice problems for fundamental skill building that is vital to achievement & success! Like a personal tutor, this program allows students to progress at their own pace while high-resolution graphics & an intuitive interface encourage in-depth study & learning. An effective learning tool, this program insures more productive use of study time & assures immediate impact on homework & test scores. Includes: Numbers & Operations, Radicals & Exponents, Equations & Inequalities, Operations on Polynomials, Graphing Linear Equations & Inequalities, Factoring Algebraic Expressions, Quadratic Equations, Operations on Rational Expressions, Solving Systems of Linear Equations & Inequalities, Conic Sections.